Board of Trade Journal

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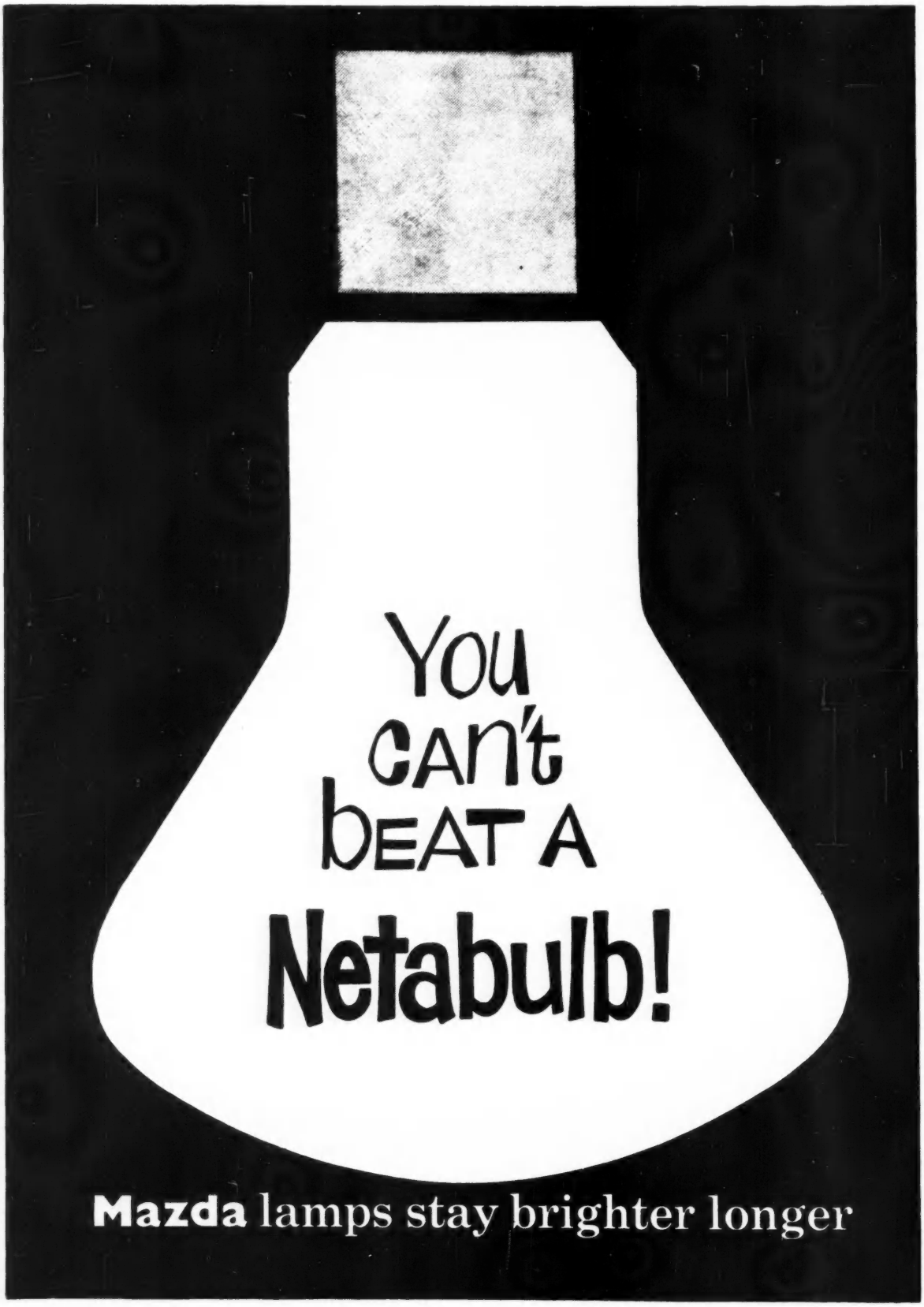
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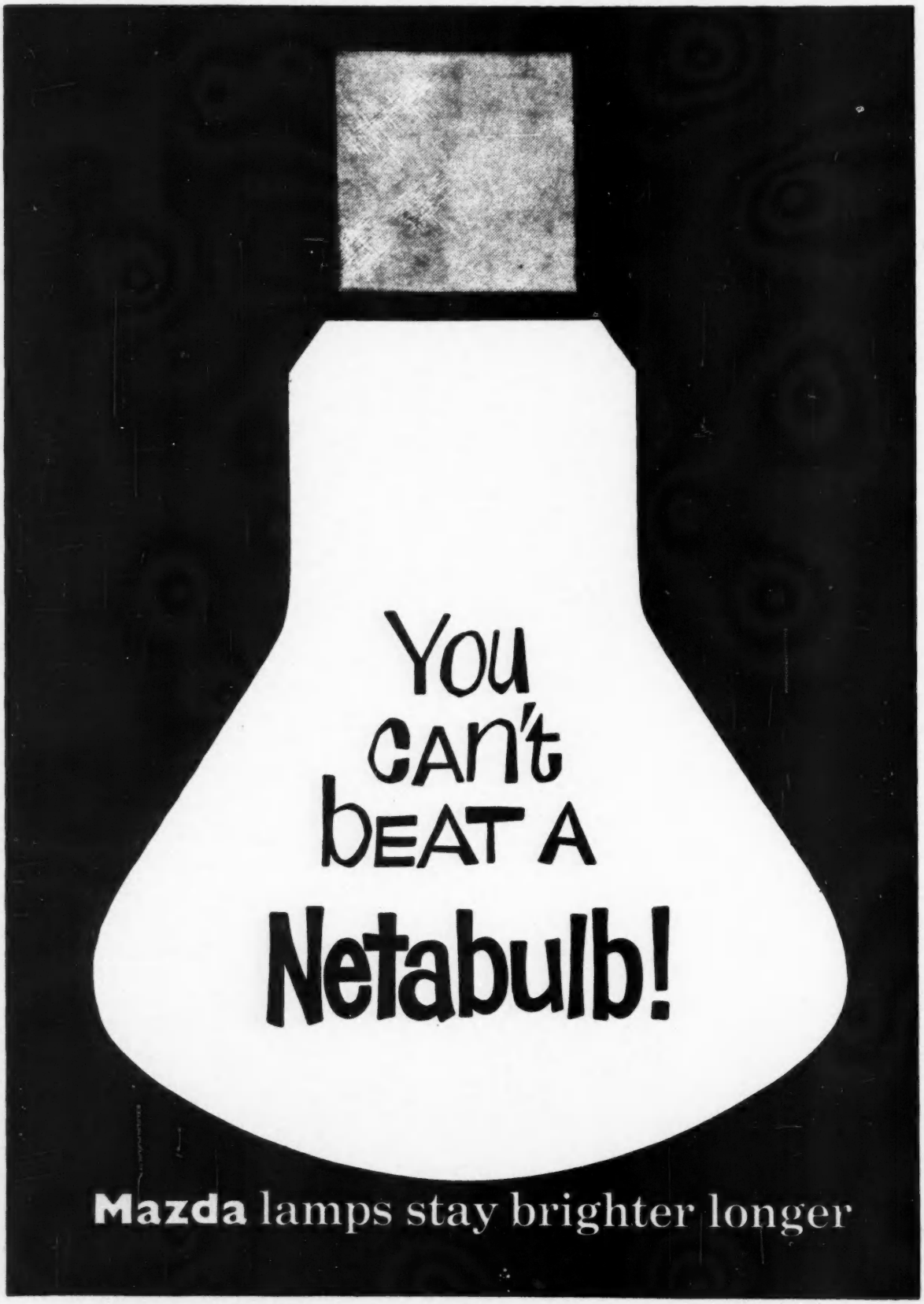
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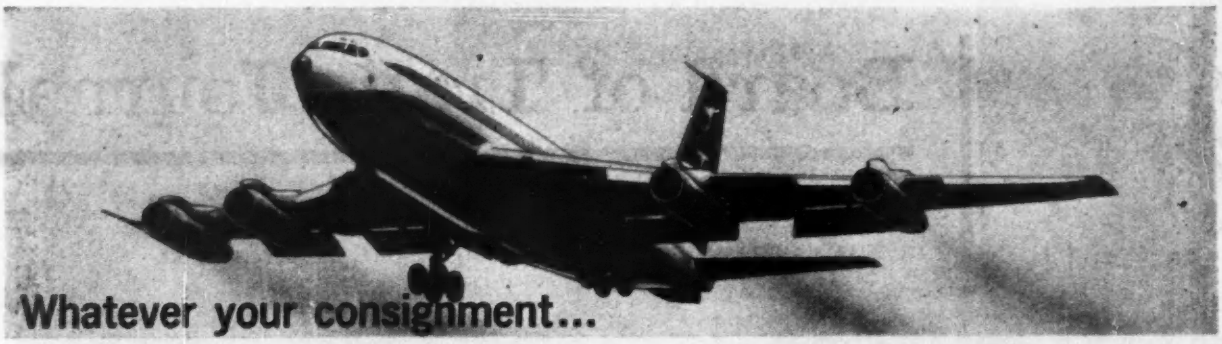

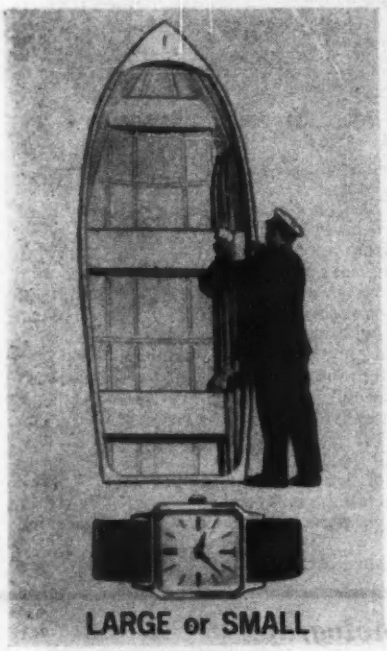

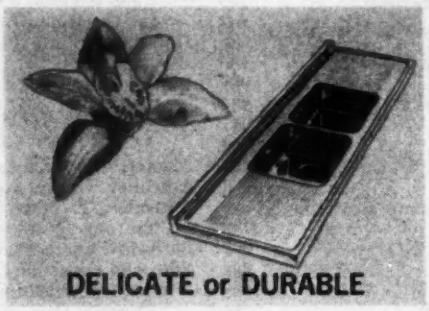

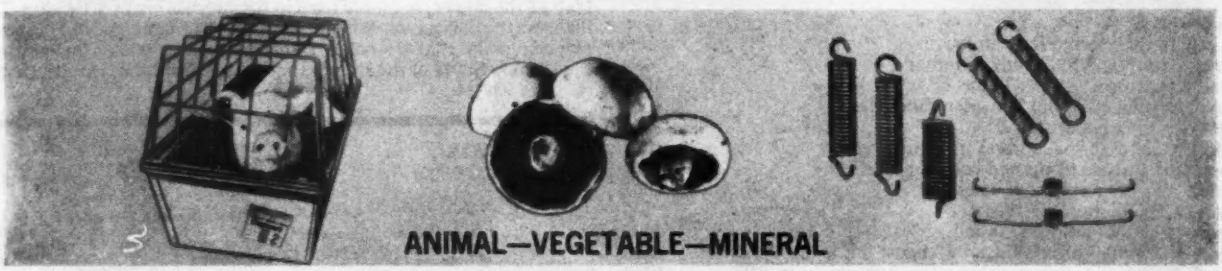

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Biggest-ever exhibition by British industry in China

By IAN TRAFFORD, Joint Managing Director of Industrial and Trade Fairs Limited, Secretary General of the British Industrial Exhibition in Peking.

MR. DOUGLAS JAY, President of the Board of Trade, flew to China on October 28 to perform the official opening of the British Industrial Exhibition being held in Peking from November 2 to 14 (see page 985). Organized for the Sino-British Trade Council by Industrial and Trade Fairs Limited, with the full co-operation and support of the Board of Trade, the exhibition is the biggest ever held by a Western country in the People's Republic of China. The total value of the exhibits is approximately £1,100,000, and the total cost of mounting the exhibition is estimated at about a further £750,000. The exhibition occupies 130,000 square feet of covered halls and open-air space in Peking's imposing Exhibition Centre, just 15 minutes from the great Tien and Men Square in the centre of the city.

Mr. Ian Trafford.

Some 160 Chinese carpenters, painters and electricians from the Peking Arts Corporation and Machinery Installation Corporation worked in co-operation with the British contractors, Beck & Pollitzer Overseas Ltd., in assembling the 108 tons of stands prefabricated in every detail in Britain which started their long 13,300 mile haul to Peking last July.

Some 2,700 freight tons of the machinery and scientific instruments with which the exhibition is exclusively concerned were moved up by rail from the port of Sinkiang to Peking, and as each train load arrived hundreds of Chinese workers from the China National Foreign Trade Transportation Corporation, again in co-operation with the British contractors, joined in the task of unloading the trains at the exhibition siding, to make way for the next consignment from the port.

As stated in last week's *Board of Trade Journal*, a total of 230 British companies are participating in the exhibition and in addition there are 47 technical publishing companies showing engineering publications on a large joint stand. The scope of the exhibition includes every type of capital equipment, plant, machinery and scientific instruments for industry and agriculture. No consumer goods or raw materials are being shown.

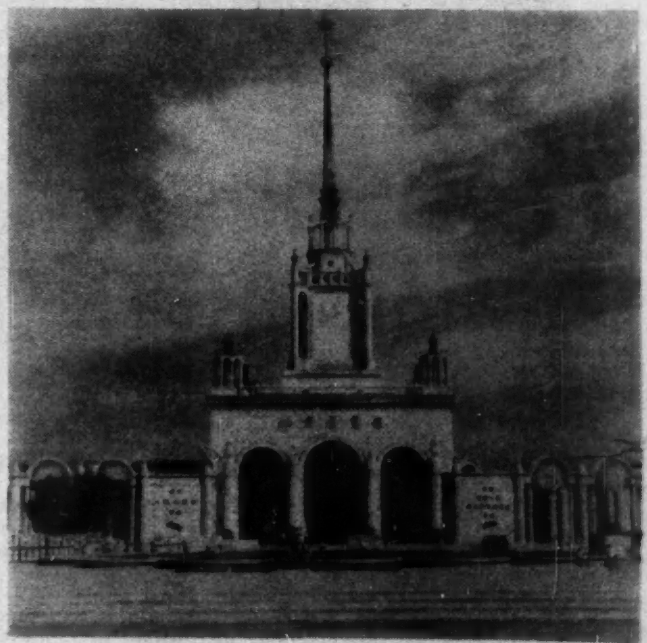
Not open to general public

The exhibition is not open to the general public, but by ticket of invitation distributed to Government Departments and Foreign Trading Corporations and thousands of factories, manufacturing plants, scientific, technical and research institutes throughout China. These tickets are being distributed by the China Council for the Promotion of International Trade (CCPIT), an organization established by the Government of the People's Republic of China with the object of encouraging the expansion of foreign trade. CCPIT estimate a total attendance of about 100 000 end-users from all parts of China. The exhibition is open daily from 9 a.m. to 12 noon and 1 p.m. to 5 p.m. from Monday, November 2, to Saturday, November 14 (Sunday, November 8, excepted).

Of the companies participating in the exhibition, 123 are represented in Peking by their own personnel from Britain or Hong Kong and the remainder either by their associated companies or by one of the great Far East merchant houses participating in the exhibition on behalf of their principals. A total of 328 British personnel from these companies are working on the stands at the exhibition and 29 Chinese personnel have been flown from Hong Kong. In addition a total of 75 interpreters and 129 'explainers' have been engaged in Peking through the co-operation of CCPIT. 'Explainers' are technically qualified personnel who, after a briefing from the exhibitor, can answer all straightforward questions on the functions of an exhibit directly to a visitor without taking up the interpreters' time

Of the British personnel in Peking 74 flew via Moscow, across Siberia by Aeroflot, the Soviet airline, and then by China Airways across the Gobi Desert, from Irkutsk to Peking; 45 flew by the new Pakistan International Airways route via Karachi, Dakar, Canton and Shanghai and the remaining 209 flew first by BOAC to Hong Kong and then travelled by train across the frontier at Shumchun to Canton and then on by China Airways flight to Peking. This latter route takes a minimum of 4 days.

During the exhibition 34 films are being shown by 25 different companies to invited audiences in the Peking Exhibition Centre's



Artist's impression of the Peking Exhibition Centre where the British Industrial Exhibition is being held.

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972-seater cinema, and 39 technical lectures are being given by 27 other exhibitors to audiences of Chinese scientists and technologists. Originally, it was thought that only about a dozen lectures would be selected by the Chinese technical authorities who considered the preliminary synopses, but it is indicative of the great Chinese interest in the exhibition that it was decided that all 39 lectures submitted should be delivered.

Entire fair prefabricated in the U.K.

The organization of an exhibition on this scale in the People's Republic of China required the most careful planning in every detail and in accordance with a strict time schedule, which was particularly important because of the enormous distance involved. The Chinese authorities expressed a preference that the project should be prefabricated in the United Kingdom and accordingly every part of the exhibition, literally down to the last screw, nut, bolt and pot of paint, was shipped from the United Kingdom. The shipping documents contain, for example, such items as 100,000 square feet of plywood and plaster boards, 60 tons of assorted timber, 10,000 square feet of photographic displays, 12 tons of metal tubing, 6 miles of cables, 657 electric light fittings, and 2 tons of paint. Every piece of timber and tube was assembled in its predetermined position on one of the stands of the 230 companies participating.

CCPIT preferred that there should be one co-ordinating authority on the British side through whom all arrangements were made on behalf of all the British exhibitors. This authority is Industrial and Trade Fairs Ltd., through whom was placed every order for materials, equipment and labour required from Chinese sources (from vital needs such as transportation and standfitting labour and interpreters down to such relatively straightforward matters as the hire of 854 different items of furniture for use on stands). This function also extended to such matters as the collation and discussion of all individual visa requirements, hotel and travel arrangements and the collation of specimen copies of the thousands of different items of exhibitors' literature (1¼ tons of specimen copies of exhibitors' literature were air-freighted to the China National Machinery Import and Export Corporation).

The plans for the exhibition catalogue are a good example of the exceptionally complicated arrangements necessary for this project.

All matter for the catalogue was supplied by exhibitors to Industrial and Trade Fairs Ltd., in the form of artwork, printers' layout, half-tone photographs and English typescript. Litho negatives were prepared in London for each of the 324 pages and flown to Hong Kong. In Hong Kong the English copy was translated into Chinese by Rowse Muir International Ltd., by technical staff of Chinese nationality. It was then checked by an independent group of experts employed in the China Trading Department of Jardine, Matheson & Co.

The Chinese copy was then handset or specially signwritten by hand, with brush, pen and ink. Litho negatives were then made of the Chinese setting and stripped in with the existing illustration negatives from which the final litho printing plates were produced. Five tons of completed catalogues were then despatched to Peking and were distributed throughout China, well in advance of the exhibition, through the courtesy of CCPIT.

The reason for these procedures is that Mandarin Chinese, particularly, in its technical terms has undergone substantial changes since 1949. The task of transmogrifying technical English data sheets and classifications into the Chinese characters now accepted as expressing the identical meaning therefore requires an intimate and up-to-date knowledge of the latest phraseology and characters used by Chinese technicians. Accordingly it was felt that it would be better for the whole operation to be co-ordinated through one channel rather than have individual exhibitors rely on various different translators in this country.

Many preliminary visits were paid to Peking for discussions to agree all the detailed arrangements. These discussions ran smoothly at all times, but such was the accumulation of detailed points to be settled in the planning stage that a total of 221 man-days were spent in the Chinese capital by the President of the SBTC and by directors of Industrial and Trade Fairs Ltd., and the official contractors to the exhibition in the fifteen months prior to the actual commencement of work on the exhibition early in October. Throughout all these discussions CCPIT and the other Chinese Corporations were most helpful and the sponsors and organizers gratefully acknowledge the contribution they have made to the launching of this great exhibition.

"Our manufacturers are eager to sell to you"

— Mr. Douglas Jay at Peking

Mr. Douglas Jay, President of the Board of Trade, opened the British Trade Fair in Peking on November 2. He said:

'It is of great pleasure to me, both in a personal capacity and as a Senior Minister of Her Majesty's Government, that so soon in the life of the new British Government, I have been able to visit the People's Republic of China. You will all, I know, appreciate fully that these seventeen days since the new Government came into power in Britain have been crowded, exciting days – days of great pressure, with many decisions to be taken. It is an earnest of the supreme importance which Her Majesty's Government attaches to a re-invigorated British export drive, and not least to the expansion of trade with China, that one of the first decisions reached by the Prime Minister of the United Kingdom was the one that enables me to be here today.

'I am indeed glad to be here to open the British Industrial Exhibition. This is an important and memorable occasion for us all. It is the first time, I understand, that any European country has staged an exhibition of such magnitude in Peking. It is a new venture for both our countries: and an immense amount of courage, enterprise and sustained effort on the part of those concerned in both countries has been required to break new ground in this way.

'The exhibition is being mounted at what I believe to be a most propitious time for the expansion of British trade with China. The Chinese authorities and the Chinese people demonstrated their talents, their skills and their courage in weathering the hard times that resulted from the natural bad weather disasters of 1959 and 1960. We appreciated the problems and the reasons why at that time it was not possible for the Chinese authorities to purchase goods on any large scale from Britain. But we saw with admiration the way in which these formidable difficulties were gradually overcome, and we have been very glad to note that, now China has once again resumed purchasing of machinery and capital equipment on a larger scale, she is looking towards Britain as a possible supplier.'

He said that we in Britain were proud of our industrial achievements and of our skills. He had no doubt whatsoever that the Chinese authorities would find in Britain the widest possible range of goods on offer, and would find in Britain industries who were anxious to co-operate, with knowledge and understanding and enthusiasm, in meeting China's requirements.

'This exhibition is a shop-window for some of the goods that Britain makes,' Mr. Jay said. 'I am sure that all who visit the exhibition will be struck by the wide range of the machinery on show and the talents and inventiveness that have gone into its production. Our manufacturers are very pleased indeed to have this unique opportunity of showing you the goods they have to offer. They have come here to sell to you – they are eager to sell. They are showing these goods, the products of great scientific advances, with the utmost confidence that they can provide robust, well proven and efficient products of value to China.

'We hope that you will find many things you will want to buy from us for it is in the interests of both our countries that trade should grow. I hope too that we will all of us benefit from the fruitful exchange of ideas that inevitably takes place at a gathering such as this. The more we exchange both goods and ideas, the better will be the hope of peaceful co-existence between our peoples.'

Before opening the exhibition, the President expressed the thanks of HM Government to the Sino-British Trade Council for the enterprising and resourceful manner in which they had promoted contacts with the Chinese authorities and for their sponsorship of the exhibition. On behalf of HM Government, he also expressed cordial appreciation of the splendid co-operation and understanding shown by the Chinese authorities. 'Without this, we could not have been here today on this happy and encouraging occasion,' Mr. Jay added.

'In declaring this exhibition open, I wish it every success. I salute the initiative and the sheer hard work which both sides have so readily and willingly undertaken; and I trust that the exhibition will help to foster trade and understanding between our two countries – one large, the other not so large, but both great!'

The Queen's Speech

THE FOLLOWING references in the Board of Trade field were made during HM The Queen's speech at the opening of the new session of Parliament on November 3.

Referring to exports, the Queen said that the Government would 'Initiate longer term structural changes in our economy which will ensure purposeful expansion, rising exports and a healthy balance of payments'.

With regard to monopolies the Queen referred to the Government's appeal to unions and employers to co-operate in eliminating restrictive practices on both sides of industry and said: 'They (the Government) will take steps to improve industrial efficiency by dealing more effectively with monopolies and with problems arising from mergers'.

On the subject of donations to political parties, the Queen said: 'Action will be taken to require companies to disclose political contributions in their accounts'.

Chancellor on economic measures

SPEAKING about the Government's economic measures at a meeting in Cardiff on October 30, Mr. James Callaghan, Chancellor of the Exchequer, said: 'I understand the concern that has been expressed by a number of overseas countries and their businessmen about the measures that we have had to take this week. I can assure them that the incoming Government here found it quite as unpleasant as they do. It was no part of our intention on coming to office to impose restrictions of this sort. Our aim is to secure freer trade all the way round and we were most anxious, as we still are, to make the Kennedy Round, for example, succeed. But we found a situation in which there was a prospective balance of payments deficit of up to £800 million this year and it was necessary to take immediate action.

'This action on imports is short-term. We have said this and we mean it; and although I cannot put a time limit on it as yet, I can say that it will be modified and ultimately withdrawn as soon as we can do it without endangering the future of the British economy. But let me make it clear that this restriction runs counter to the British Government's long-term policies for freer trade and must be regarded as emergency action dictated by the situation that we found on assuming office. I am glad to say that there has been a substantial recognition of these facts as they have become known overseas. Because of this I have no reason at all to doubt that the international arrangements in the International Monetary Fund to which we are a party will be carried out without any impediment.'

Statement to GATT on the temporary import charge of 15%

FOLLOWING is the text of a statement by the United Kingdom Delegate to the GATT made to the Executive Secretariat of the GATT on October 27 regarding the 15 per cent temporary import charge (see last week's *Board of Trade Journal*, page 936).

'I have to inform you that in order to safeguard the external financial position of the United Kingdom and to correct its balance of payments and as part of their wider policies directed to the short term and longer term problems of the country's underlying economic situation, Her Majesty's Government have decided that it is necessary to restrict promptly, but temporarily, the quantity of imports coming into the United Kingdom. They are therefore invoking the provisions of Article XII of the General Agreement.

'To this end a charge of 15 per cent *ad valorem* has been placed on all imports from all sources except those items listed in the annex to this Note. The charge became operative on October 27, 1964. It is essentially temporary. It will be reduced as soon as the balance-of-payments situation permits and abolished at the earliest opportunity.

'The United Kingdom authorities are aware that Article XII assumes that any necessary restraint on imports will be imposed by means of quantitative restrictions. However, reduction in the country's balance-of-payments deficit required urgent action which could only have been delayed while the elaborate administrative machinery of import licensing was re-established and licences were allocated to importers. During such a period the flow of trade might well have been unnecessarily disrupted. It has been the conclusion of the United Kingdom authorities that in so far as such charges avoid the dangers of freezing the existing pattern of trade and allow it to find its own level according to the need of importers and to consumers' preferences and in so far as traders both at home and overseas would be free to make their own arrangements, such import charges are to be preferred.

'Her Majesty's Government stand ready to consult with the Contracting Parties under paragraph 4 (a) of Article XII of the General Agreement at an early date. At that time, they will be prepared to answer all relevant questions concerning the nature of the United Kingdom's balance-of-payments difficulties and the policies which they intend to pursue with a view to their earliest possible solution.'

ECSC and the economic measures

THE following communique was issued on October 30 after a joint meeting in London between United Kingdom officials and representatives of the High Authority of the European Coal and Steel Community:

'Following the offer of consultations, which H.M. Government had made in communicating information about their recently announced economic measures, and the High Authority's request that these consultations should take place as quickly as possible, the Seventeenth Meeting of the Trade Relations Committee of the Council of Association between the Government of the United Kingdom and the High Authority of the European Coal and Steel Community was held in London today.

'In the course of the meeting the United Kingdom representatives gave an account of the measures announced on October 26 involving temporary charges of 15 per cent on all imports excluding raw materials and foodstuffs, and a scheme for rebate of tax components for exports. They explained why the United Kingdom Government had considered it impossible to consult the High Authority in the framework of the Council of Association before imposing the new 15 per cent charge. They emphasized that the charges had not been imposed for protective reasons, or with particular reference to the E.C.S.C. sector, that they would be reduced as soon as the balance-of-payments position permitted, and would be removed as soon as possible. It could not be foreseen at present what the effect of the charge on imports of steel would be, nor the speed or manner of its reduction or removal.

'The representatives of the High Authority took note of this information furnished by the representatives of the United Kingdom. While having to reserve entirely the position of the High Authority and of the Member Governments of the Community as regards the general and legal aspects of these measures, the representatives of the High Authority expressed the opinion that, by their nature and scope, the measures would have considerable repercussions in the specific sectors for which the High Authority has responsibility. They emphasized that this was particularly so in a basic sector like steel, to the extent that the measures might involve a danger of dislocation of trade between the two parties.

'The two delegations recognized that the measures could have important effects especially in the case of steel, which is a basic product. The two sides emphasized that their existing agreements required them to encourage the development of trade between the United Kingdom and the E.C.S.C. It was therefore agreed that, after the measures taken by the United Kingdom, the situation should be kept under continuing review in order to avoid unnecessary damage to or dislocation of trade between the United Kingdom and the E.C.S.C. Measures that might be needed to this end would be considered within the framework of the Council and in the spirit of the Agreement of Association.'

Customs and Excise notice on temporary import surcharge

THE COMMISSIONERS of Customs and Excise have prepared a preliminary notice dealing with the temporary surcharge on imports. Copies of the notice can be obtained from collectors' offices of Customs and Excise, or from the headquarters offices at King's Beam House, London, E.C.3. The Commissioners state that the notice is for information only; no action as a result of the notice is required at present as its contents are subject to revision.

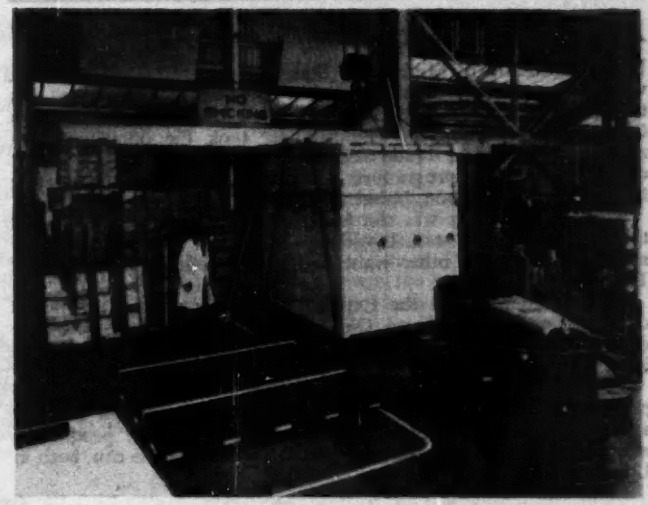
Exporters should keep records

In connection with the scheme for rebate of tax components for exporters, announced last week as part of the Government's economic measures, exporters are reminded of the need to keep records as set out in the Commissioners of Customs and Excise notice given on page 938 of the *Board of Trade Journal* of October 30.

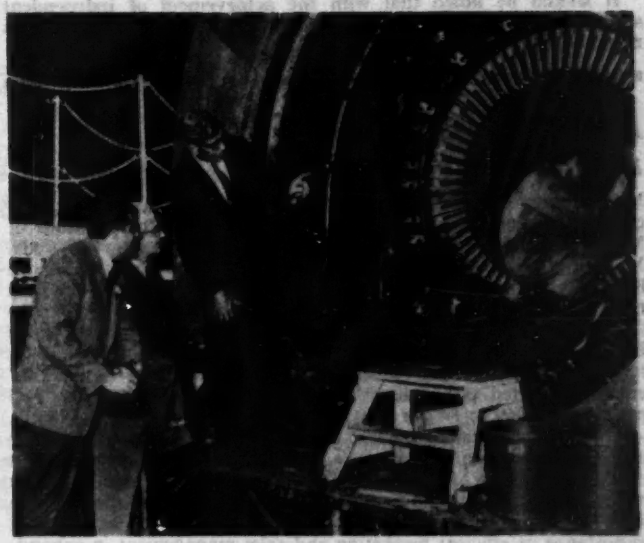
Activity in Trade and Industry

Professor Dr. Alfonso Torres (right) with some of his students from the Universidad de America, Bogota, Colombia. The occasion was a visit by 18 of these students to the Erith Works of G.E.C. (Engineering) Ltd., which was arranged by the Institute of Directors.

Dr. Richard Beeching, Chairman of British Railways Board, at the 1,000th Engine ceremony, Vickers/Sulzer at Barrow on October 15 to 16, when he accepted a 12LDA28-C Engine on behalf of the Board.



This factory-built outdoor switch station, seen here ready for packing at the Liverpool works of the English Electric Company Limited, is being supplied for a textile factory in Guinea, West Africa. It is complete with HV oil-break switchboard. Main contractors for the factory are Platt Bros. (Sales) Ltd.



Mr. J. C. Powell, chief development engineer, points out design features of a large generator under construction to Sr. Lopez Majano and Sr. Don Ignacio Sirvent Dargent during the visit of the recent Spanish Power Mission to the Manchester works of Associated Electrical Industries Limited.

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to about 1,300 leading Japanese industrialists and importers.*

British Trade and Industry *is financed in part by the advertising placed in it by British exporters. It forms a useful and inexpensive medium for firms interested in the Japanese market. Rates are £12 for a half page or £20 for a full page (10 ins. × 7 ins.), payable in sterling in London. Copy can be translated into Japanese at no extra cost. Further details can be obtained by writing to: The Commercial Department, British Embassy, 1 Ichibancho, Chiyoda-ku, Tokyo, Japan.*

Mr. E. C. Redhead begins export tour

MR. E. C. REDHEAD, Minister of State (Overseas) Board of Trade, visited Glasgow on November 4, when his principal engagement was to address the Conference of the Federation of Commonwealth Chambers of Commerce. The Minister took the opportunity of meeting the Board of Trade Controller for Scotland and his export officers. His day's programme also included visits to exporting firms on the Hillington Industrial Estate.

The Glasgow visit was the Minister's first opportunity to meet the Board's regional staff. It will be followed in coming months by similar visits to the other eight Regional Offices of the Board of Trade.

The Minister visited the Export Services Branch of the Board of Trade at Hillgate House, Old Bailey, on November 2 when the director of the branch introduced him to staff at work on export inquiries from firms at home and overseas.

Mr. Redhead is anxious to learn at first hand of the day-to-day problems which firms face in exporting and he proposes to meet and talk to as many industrialists, export managers, production workers and trade unionists about these problems as he can, both in London and in the Regions.

ADDRESSES OF OVERSEAS POSTS

The quarterly list of addresses of British commercial representatives overseas is given as an inset in today's issue.

It should be noted that with the achievement of independent status on October 24, 1964, Northern Rhodesia has changed its name to Zambia.

President congratulates two marketing award winners

MR. DOUGLAS JAY, President of the Board of Trade, has sent telegrams of congratulation to the joint winners of the Institute of Marketing and Sales Management Annual Marketing Award – Mr. M. I. Prichard of F. Perkins & Co. Ltd., Peterborough, and Lord Robens, chairman of the National Coal Board. Mr. Prichard has been managing director of the Peterborough-based diesel engine group since 1959, during which time the company's sales turnover from United Kingdom production alone has increased from £25·5 million to £38 million. In the same period, the percentage of Perkins' engines exported, either directly or indirectly, has grown from 71·5 per cent in 1960 to 84 per cent in 1964.

The President's telegrams said: 'I have learned with much interest of the announcement that you are joint recipient of this year's award of the Institute of Marketing and Sales Management, and send you my warmest congratulations. I welcome the initiative of the Institute in promoting through its awards a wider appreciation of the vital importance of efficient marketing and sales management in expanding our overseas markets. I am glad to see your own notable achievements so deservedly recognized. Best wishes.'

The Institute is a professional organization for sales managers devoted to the aim of raising standards of sales management by organizing conferences, seminars, and examinations. Members are drawn from all sectors of industry and commerce. The Institute operates both nationally and regionally (there are 23 branches throughout the country), and membership is about 10,000. The Patron of the Institute is HRH the Duke of Edinburgh, and the President is Sir Edwin Leather.

Biggest export order to Hungary covered by ECGD

A FINANCIAL AGREEMENT with the National Bank of Hungary for the biggest deal yet done between Britain and Hungary was signed in Budapest on October 29. The agreement is for £2·1 million to finance an ammonia plant to be built by Simon-Carves Ltd. at Pëtfürdö.

Lazards are arranging the finance under a Financial Guarantee of the Export Credits Guarantee Department, with the funds being provided by Lloyds Bank Ltd., District Bank Ltd. and Insurance Export Finance Co. Ltd.

This is the first contract for Hungary to be financed on a long-term credit under an Export Credits Guarantee Department Financial Guarantee. It is the eighteenth Financial Guarantee to be signed by ECGD and the third for a Soviet bloc country. The world-wide total of loans covered is now £116 million relating to contracts worth £146 million.

The plant will have a maximum capacity of 480 tons a day and will use the processes developed by Haldor Topsoe of Copenhagen, in particular the steam reforming of naphtha and ammonia synthesis. The value of the contract is £2·65 million.

Drive to publicize British goods in US

THE FIRST of a new series of meetings designed to help the promotion of exports to the United States was held in London on October 27 by the Central Office of Information. Representatives of 14 firms attended and more will be invited to further discussions planned for December and early 1965.

Opening the meeting, the Director General of the COI, Mr. T. Fife Clark, said that members of firms engaged in exporting to the United States, or interested in that market, were being invited to the COI so that they could be shown press and radio material, television, films, photographic and exhibition display material and other regular services supplied to the British Information Services in the United States and used by newspapers, periodicals, television and radio stations.

A Foreign Office representative at the meeting urged industrialists to make full use of these services. They had the two-fold aim of helping the exporter and of projecting Britain as a modern and forward-looking industrial nation, he said.

All COI export services are free of charge to industry. Among them is a daily airmail service of special interest to the American market, including product stories and advance publicity on trade fairs in Britain.

Television films from COI are used widely in the United States and radio programmes featuring British scientific and industrial achievements are popular. The weekly television programme 'British Calendar' is screened by 130 stations and in the Los Angeles area alone a radio series called 'Science 64' has been taken as a regular programme by 14 stations.

BNEC and ECE

THE TELEPHONE number of The British National Export Council, 21 Tothill Street, London, S.W.1, is **WHitehall 7257** and for Export Council for Europe, at the same address, **WHitehall 2256**.

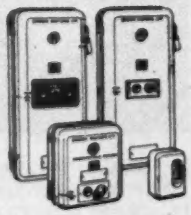
OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

BROOK ELECTRIC MOTORS

EFFICIENT AND RELIABLE CONTROL GEAR

1904–SIXTY YEARS OF ELECTRIC MOTOR DEVELOPMENT–1964



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New air service brings Tees-side within easy reach of London

TEES-SIDE, a fast-growing concentration of industrial activity with a large area for potential development, came within commuting distance of London at 10.20 a.m. on November 2. An 'Elizabethan' aircraft took off from London Airport on the first scheduled flight of BKS Air Transport Ltd.'s new London – Tees-side air service, landing at Middleton St. George some eighty-five minutes later – about half an hour longer than the journey from Pinner to Liverpool Street.

Middleton St. George is an ex-RAF station within easy reach of Darlington, Middlesbrough, Stockton, the Hartlepools and the surrounding areas. As they come in to land, passengers can see a living aerial map showing the new factories, shipyards, tank farms, housing estates and skyscraper blocks of flats of this visibly thriving industrial community. They can also see miles of open country and unspoilt beaches within easy reach of the industrial conurbation.

The new air link between London and Tees-side will be of great benefit to businessmen with interests in this rapidly expanding area of the North-east. Not only will they be able to travel between London and their factories comfortably in one day but they will have the advantage of a speedy service for freight.

Within about eight miles of the airfield the new Tees-side Industrial Estate – said to be the largest of its kind to be constructed in Britain since the 1930's – is about to emerge, a typical example of development in the area. It will occupy a site of between 300 and 400 acres and will serve a wide variety of industries and provide an estimated 10,000 new jobs.

The Tees is also ready for expansion as a port. The new £4 million Tees Dock, controlled by the Tees Conservancy Commission at Lackenby, three miles from the river entrance, is providing greatly increased facilities for all classes of cargo: the 3,250 feet long quay has 20 cranes with capacities ranging from 3 to 12½ tons and extensive road and rail facilities mean that any load can be handled.

The new dock is open and tidal and was formed at right angles to the river by dredging away more than three million cubic yards of sand, clay and marl, most of which was pumped ashore to raise the level of surrounding areas of reclaimed foreshore for dock development purposes. The Tees Port oil berths adjoining the new dock represent the beginning of what is expected to be the East Coast's major oil port.

The Tees Conservancy Commission has plans to dredge a 600 foot channel from the river approaches to a sufficient depth to ensure safe navigation of large tankers to and from the two giant oil refineries to be built on both banks of the river. Shell announced earlier this year that it intended to build a £10 million oil refinery on the south side of the river which would have an initial annual intake of four million tons of crude oil and that this would come on stream in about five years. It was later announced that the company had decided to go ahead with a much more comprehensive refinery, raising the cost to £19 million and the annual capacity to six million tons.

Very large areas are scheduled for reclamation on both sides of the river which are capable of providing a great deal of additional land for both industrial and port facilities.

A few miles to the south of the new Tees Dock is ICI's great petrochemical complex at Wilton, devoted to the production of petroleum chemicals, plastics and man-made fibres. The Wilton works form part of a site of 2,000 acres including parkland, a private housing estate, a nine-hole golf course and a (nineteenth century) private castle.

Nearby is the new Dorman Long works at Lackenby, separated from the company's Cleveland works by a main road – over which the company's gas mains pass. Like the Wilton complex, Dorman Long's Lackenby works has been developed entirely since the war from a green field site. The company is the largest producer in Britain of Universal Beams and other structural steel sections. A new Universal Plate mill, estimated to cost around £75 million, is at present under construction and will begin operating in the New Year.

Large and small industrial developments have sprung up almost overnight in the area, at places like Stockton, the Hartlepools, Newton Aycliffe, Darlington, Urlay Nook, Greatham, Billingham, Eaglescliffe, Redcar, Saltburn and Guisborough.

The Hartlepools in particular, boasts about eight sites on which new industry can still be absorbed and joint efforts by the local authorities have been successful in attracting no fewer than 14 new firms to the area within the past two years. Exceptional diversification of industry is a particular feature of the Hartlepools. The port is also to form one of the service bases for an oil exploration combine which is to search for oil off the North-east coast.

As well as this new industrial development, the basic industries – steel, chemicals, engineering, shipbuilding and ancillary light industries – have pushed ahead with modernization and extension schemes which have cost more than £400 million since the war.

Tees-side is ready and able to absorb a large range of light industries in addition to the heavy industry so firmly established there. Tees-side claims number of advantages: more capital investment per acre than any other part of Great Britain, rapid industrial expansion, a wide variety of industrial sites capable of immediate development, excellent low-cost private and local authority housing, intelligent, hard-working, adaptable people who have access to excellent technological training facilities, and quite exceptional recreational and holiday facilities in the easily reached areas of South Durham, the North Yorkshire Moors National Park, the upper reaches of the River Tees and attractive coastal villages. Sea, road and rail communications have always been good and are improving all the time. To all these advantages the area can be added those of a new airport and a new air service.

Mr. Roy Mason visiting shipyards in North-east

MR. ROY MASON, Minister of State at the Board of Trade with specia responsibility for the shipping and shipbuilding industries, visited shipyards in the North-east on November 5 and 6.

Starting at Wallsend he toured the yards of Swan Hunter, Vickers and Hawthorn Leslie. Today he goes to Sunderland where he will visit the Austin and Pickersgill, Doxfords and Sir James Laing shipyards. The object of his visit is to see conditions for himself. While there he will have talks with the management and with Trades Union representatives. Subject to his commitments the Minister is anxious to visit in the future as much of the industry as he can.

Mr. Mason has already had contact with the Shipbuilding Conference the Confederation of Shipbuilding and Engineering Unions and the Chamber of Shipping, the National Union of Seamen, the Merchant Navy and Airline Officers Association, the Shipbuilding Employers Federation and the Shipping Federation. He visited shipyards on the Clyde on October 29 and 30.

30 per cent more firms join drive for productivity

THIRTY per cent more firms and people in industry throughout Britain have become active members of British Productivity Council local associations and committees as a result of National Productivity Year.

This upsurge in productivity-consciousness was reported by Mr. S. A. Robinson, chairman of the British Productivity Council and general president of the National Union of Boot and Shoe Operatives, at the Council's annual general meeting in London on October 29.

Fisons' subsidiary acquiring site at Widnes

WHIFFEN AND SONS LIMITED, Fisons' industrial chemical subsidiary, are in the process of acquiring an additional manufacturing site at Widnes, as the Loughborough site has become fully developed. The cost of the project will be over £1 million. The 20-acre site has the double advantage of being near the source of raw materials and of being in a Development District. The first plants to be erected on the new site will provide for doubling the capacity of hydrazine and derivatives as well as the introduction of new chemical specialities.

Loughborough will remain the company headquarters, and all research and development, and existing process work will continue there. Members of the Loughborough staff will manage the site, but the bulk of the labour required (about 150) will be recruited locally. The new plant is scheduled for completion by the end of 1965.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1., preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 20, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	Histamine di-(3:4-dichlorobenzenesulphonate)	Histamine bisorthodichlorobenzene sulphonate	December 31, 1965	6610

Note: The following item is a re-advertisement, under a revised definition, of a current temporary exemption.

Tariff heading	Revised definition for tariff purposes	Present definition for tariff purposes	Reference
39.01	Resins, being products of the condensation of adipic acid with a mixture of propane-1:2-diol and ethanediol of which the ethanediol content is not less than 50 per cent by weight, and having:— (a) an acetyl value of not less than 34 and not more than 38 (b) an acid value not more than 1 (c) a colour not deeper than 50 Hazen units and (d) a viscosity at 40° centigrade of not less than 95 seconds and not more than 125 seconds for a free fall of 20 centimetres of a steel sphere $\frac{1}{8}$ inch in diameter, in a tube of internal diameter 3·5 centimetres, when determined by the method of British Standard 188:1957, part 3.	Polycondensation products of adipic acid and aliphatic alcohols, having an acetyl value of not less than 34 and not more than 38 and having an acid value of less than 1	6235

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty as from January 1, 1965 on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.15	Napthalic anhydride	243
29.06	2:7-Dihydroxynaphthalene	8240

Lancashire sugar agreement removed from RTA Register

THE BOARD OF TRADE have given a direction to the Registrar of Restrictive Trade Agreements under Section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register particulars of an agreement between the members of the Sugar Association of Lancashire.

Section 12 of the Act provides that the Board of Trade may, upon representations from the Registrar, give directions authorising him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board to be of no substantial economic significance. Section 12(3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of an agreement to which a direction relates and this was done on November 3.

Note: The agreement to be removed from the Register contains recommendations about terms and conditions for the supply and acquisition of raw sugar. It was removed from the Register by an earlier direction but because of variations to the agreement the earlier direction no longer applies. Seventy previous directions have been issued by the Board of Trade under Section 12. The last five directions were issued on July 21, 1964 (see *Board of Trade Journal*, July 24, page 174).

Lok Kawi Rubber, Limited

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165(b) of the Companies Act, 1948, have appointed Mr. Thomas William Chalk, ACA, Hillgate House, 35 Old Bailey, London, E.C.4, to act as inspector to investigate the affairs of Lok Kawi Rubber, Limited.

OGL for aluminium scrap and metallic residues exports

THE BOARD OF TRADE announce that arrangements have been made to permit the continued export of specified types of aluminium scrap and metallic residues.

An Open General Licence has been issued permitting the export to any destination during the period November 17, 1964, to February 16, 1965, of aluminium scrap and residues as detailed below:

(1) Scrap and old metal being material wholly or mainly by weight of aluminium or alloys containing 70 per cent or more by weight of aluminium, other than:
  (i) scrap wrought material (including foil);
  (ii) scrap comprised of articles consisting wholly or mainly by weight of wrought material;
  (iii) unused cast scrap;
  (iv) swarf, turnings, millings, borings and routings.

(2) Metallic residues, the following:
  (i) aluminium skimmings and dross;
  (ii) aluminium ball mill dust.

Inquiries about this Licence should be made to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757). Copies of the Open General Licence (price 3d., by post 5½d.) will be obtainable from HM Stationery Office, Kingsway, London, W.C.2, and branches.

Note:

The new Open General Licence allows for a further period of three months the continued free export of certain specified types of aluminium scrap and metallic residues. The current Open General Licence covers the period from August 17, 1964, to November 16, 1964, and details of it were given in the *Board of Trade Journal* of August 7, 1964, page 271.

Application for temporary exemption from import duty of copper tubes

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of ½ in., ¾ in., 1 in., 1¼ in., 1½ in. and 2 in. light gauge copper tubes for water and gas complying with British Standard 659:1963. The application has been made on the grounds that supplies of these tubes available from United Kingdom and Commonwealth sources during 1965 will not be sufficient to meet a substantial proportion of the total United Kingdom demand.

Representations are invited from (i) manufacturers of these tubes in this country, or agents in this country, of Commonwealth manufacturers, who consider they are or will be during 1965 in a position to supply United Kingdom users and (ii) users of these tubes who are also having difficulty in obtaining supplies. Users are asked to give full details of their requirements for the remaining months of this year and for 1965 and of the sources from which supplies are expected.

Interested parties should get into touch with Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2518 or 2519) not later than November 20, 1964.

The Hydrocarbon Oil Duties (Drawback) (No. 2) Order 1964

THE TREASURY have made the Hydrocarbon Oil Duties (Drawback) (No. 2) Order 1964.

This Order provides for the allowance of drawback of customs or excise duty paid in respect of hydrocarbon oil used in the manufacture or preparation of certain lubricating oil viscosity modifiers.

The Order came into operation on November 4, 1964, and has been published as Statutory Instruments 1964, No. SI 1724.

Copies of the Order are obtainable from HM Stationery Office.

The Import Duties (Temporary Exemptions) (No. 8) Order 1964

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 8) Order, 1964.

This Order provides that the goods listed in Schedule 1, mainly chemicals, shall be temporarily exempted from import duty, and those listed in Schedule 2, mainly chemicals, shall continue to be exempted from import duty, until January 1, 1965, unless a shorter period is indicated against any item.

The Order came into operation on November 4, 1964, and has been published as Statutory Instruments 1964 No. SI 1722.

Copies may be obtained from HM Stationery Office.

The Import Duty Drawbacks (No. 9) Order 1964

THE TREASURY have made the Import Duty Drawbacks (No. 9) Order 1964.

This Order:

(a) provides for the allowance of drawback of import duty on –
  (i) the exportation of certain imported wooden sticks within specified dimensions,
  (ii) imported Neuberg chalk used in the manufacture of certain metal polish for export, and
  (iii) imported linseed oil used in the manufacture of certain mixtures of cobalt linoleate, linseed oil and linseed oil fatty acids for export;
  and

(b) provides for alterations to the rates of drawback of import duty on –
  (i) certain imported tomato puree and paste used in the manufacture of specified exported canned or bottled foodstuffs, and
  (ii) certain imported copolymers of vinyl chloride and vinylidene chloride used in the manufacture of specified vinyl chloride and vinylidene chloride products for export.

The Order came into operation on November 4, 1964 and has been published as Statutory Instrument 1964 No. 1723. Copies are obtainable direct from Her Majesty's Stationery Office, price 3d.

Annual report of NABM

THE Annual Report of the NABM now published, describes the activities of the association during the 12 months ended June 30, 1964. Among other points brought out in the report is the association's support for an incomes policy if this can be devised on a satisfactory basis; meanwhile, the association feels that every effort should be made to improve the competitiveness of British goods, both at home and abroad. The report also gives an account of the work of representatives of the NABM on committees set up by the Government and industry (the most important of these committees are NPACI and those dealing with exports and NEDC); and illustrates the endeavours of the association to ensure that Government legislation affecting industry is effective and designed to lead to greater efficiency and a continued growth in exports. Items of legislation which are discussed in the report include the 1964 Budget, Resale Prices Act, Industrial Training Act, and the Water Resources Act.

DUTCH VISITORS SEE RESEARCH

A party of members of the Dutch Vacuum Society paid a visit to the Crawley works of Edwards High Vacuum International Ltd. recently. Here, Mr. D. Collins of the company's Central Research Laboratories explains a feature of an experimental mass spectrometer to some of his visitors.

Financial assistance for training of industrial training officers

THE GOVERNMENT are to pay half the cost of fees incurred by firms who send training officers to approved training courses at Colleges of Advanced Technology and Technical Colleges under a scheme announced on October 26. This is part of the Government's plans to improve the standard of training and recognizes the key part to be played by training officers. The Ministry of Labour will pay 50 per cent of the tuition fees charged for approved full-time courses of from four to eight weeks starting in this financial year.

At the present time the Bristol College of Science and Technology and the Wolverhampton and Staffordshire College of Technology are organizing courses which will be subject to these grant arrangements. Other Colleges of Advanced Technology and Technical Colleges have been asked by the Department of Education and Science to consider the provision of such courses, in consultation with local industry.

The success of this scheme will depend on the demand and it is suggested that employers – particularly those in the small and medium-sized firms – should keep in touch with colleges in their area about the provision of suitable courses. Arrangements for the provision of courses in Scotland are being undertaken by the Scottish Education Department.

Applications for a grant for training officers attending these courses should be made to the regional office of the Ministry of Labour, the address of which can be obtained from the nearest Employment Exchange.

Business studies in Britain

LAST year there were 93,423 students in colleges of further education taking business courses leading to recognised qualifications compared with 55,890 only four years earlier. In the same period the number of students on advanced business courses rose from 10,831 to 25,631 – an increase of well over 135 per cent. These figures are exclusive of students on short and secretarial courses and those on retail trade courses. They are given in the latest Report on Education published by the Department of Education and Science.

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Japanese trade group visit Britain

A GROUP OF twelve Japanese businessmen invited to Britain by the London and Birmingham Chambers of Commerce arrived in this country on October 28 for a nine-day trade tour. The group, led by Mr. Masuo Yanagi, president of the Mitsui Bank Ltd., gave a press conference on October 29 in the Council Room of the London Chamber of Commerce at 69 Cannon Street, E.C.4.

The group included representatives from leading Japanese merchanting and trading companies and others with interests in banking, refrigeration, air-conditioning, fishing, petrochemicals, optical equipment, the watch industry and electrical products. Apart from London members of the group visited Birmingham, Scotland and the West Country.

A statement on Anglo-Japanese trade issued by the London Chamber at the conference said: 'Japan's outstanding post-war development has made her an important market for British exports. Realizing the potential future for the expansion of Anglo-Japanese trade, the London and Birmingham Chambers of Commerce in 1962 made a joint attempt to learn at first hand about the market conditions, industrial methods and her plans for the future.

'Under the leadership of Lord Kilmarnock, the then president of the London Chamber of Commerce, the two organizations sent a very high level nineteen-man trade mission to Japan and Hong Kong.

'This mission with representatives from a wide cross-section of British industry scored a great success. It published a report "Opportunity in Japan" which is now in its second reprint, and the goodwill and the results it achieved led to the Japan Chamber of Commerce and Industry sending a reciprocal mission to Britain later that year under the leadership of Mr. Tadashi Adachi, its president.

'During the discussions the Japanese had in this country, Mr. Adachi made the proposal that a regular exchange of groups of businessmen should follow from the two trade missions. It was envisaged that these exchanges should take the form of working groups of businessmen, both importers and exporters who could benefit from the ground work achieved by the two missions, without spending time with the formalities normally attached to official delegations of visiting foreign businessmen.

'Last year the first of such businessmen working groups left Britain for Japan under the sponsorship of the London and Birmingham Chambers of Commerce, and returned with orders booked or in prospect valued at £2-£3 million. Following the success of that working group the two Chambers announced last month that British businessmen were again being asked to join a working group to the markets of the Far East. This time, however, the principle would be applied not only to Japan and Hong Kong but also to Thailand and the Philippines.

'The Japanese Working Group under the leadership of Mr. Masuo Yanagi, president of the Mitsui Bank, now in Britain, is the latest move in what has become a practical and rewarding effort by the businessmen of Japan and Britain to expand the trading relations of the two countries.

'In the report "Opportunity in Japan" Lord Kilmarnock wrote: "We hope this report will remove many misconceptions about the new Japan which exists today. There are problems which must be solved, but there are great opportunities for developing mutually advantageous trading arrangements. If British commerce and industry will seize them, Japan may well become a valuable trading partner rather than a trade rival. It is clearly in the interests of both countries that this should happen".'

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Business Economy

(Dept. A/92), 156 Strand, London W.C.2, TEM 8377/2294; and 19 Walker Street, Edinburgh 3, CAL 1167.

TYRE FACTORY FOR UKRAINE

Rustyfa Limited, a consortium of six large British companies for the purpose of carrying out composite projects for the manufacture of tyres, recently held a meeting in London to sign the final acceptance of the contract for the Tyre Factory at Dnepropetrovsk in the Ukraine. This picture shows Mr. A. Kasakevich (left), the Director of the Dnepropetrovsk Tyre Factory, signing the Protocol. Others present include (from left to right): Mr. N. S. Kolotor, v/o Techmashimport, Highgate, London, Dr. J. G. MacKay, Chairman of Rustyfa, and Mr. M. J. Bartle of Dunlop Rubber Co. Ltd.

World's first transistorised cable system

WHEN HMTS *Iris* on October 27 grappled and lifted a cable in the English Channel, work started that in a month's time will bring into operation the first transistorized submarine cable system in the world.

The existing St. Margarets Bay-La Panne cable, which is 47½ miles in length, is to have two transistorized repeaters fitted – the cable at present has no repeaters. The effect of this will be to increase the capacity of the cable from 216 to 420 channels. *Iris* will lift the cable and splice in the two repeaters. In addition, new terminal equipment is being provided.

The improved cable is expected to be in service by December 1. While the work is in progress telephone and telegraph traffic which normally uses the cable is being re-routed by the Tolsford Hill-Lille microwave radio link.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,095	3,478	922	688	591	1,205				
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	101	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	130	107	131	146	132	+133	+ 89	+15	+30
1963															
1st quarter	113	113	130	125	114	101	115	104	126	101	116	— 20	+ 56	—16	N/C
2nd quarter	116	118	132	128	117	102	129	109	128	150	128	+ 38	— 9	+22	— 5
3rd quarter	116	120	138	130	120	105	135	106	130	164	140	— 36	— 33	—19	— 6
4th quarter	123	124	138	132	121	105	140	109	140	168	143	+151	+ 75	+28	+41
1964															
1st quarter	121	127	141	134	121	106	144	115	145	175	151	+ 96	+ 94	— 4	+ 4
2nd quarter	121	127	143	135	120	105	148	120	144	181	152	+146	+120	+12	+ 1
1964															
March	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
May	..	127	..	..	..	104	..	..	..	..	..	..	..	..	..
June	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127*	..	..	..	105	..	..	..	..	..	..	..	..	..
August	..	127*	..	..	..	106	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	103	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+113
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	124	+ 82
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	— 3
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·8	445	— 5	+42	182	+25	— 5	145	134	— 69
2nd quarter	148*	125*	125·5	+2·8	107·8	125·0	147·4	355	— 90	—58	230	+48	+33	147	133	—113
3rd quarter			126·5	+4·3	108·6*	125·5*	149·3	311	— 44	—34	242	+12	+ 6	147	132	
1964																
March	140	121	123·6	+1·5	108·1	124·3	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	144*	123*	124·7	+2·0	108·1	124·8	146·7	394	— 19	—20	212	+10	+14	146	127	..
May	147*	126*	125·7	+2·9	107·6	125·1	147·4	357	— 37	—23	227	+15	+ 9	144	140	..
June	148*	125*	126·2	+3·4	107·8	125·2	148·2	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·1*	125·4*	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August	154*	117*	126·7	+4·7	108·6*	125·5*	149·3	314	+ 11	+10	239	—11	— 9	153	140	..
September			126·7	+4·4	109·2*	125·6*	149·7	315	+ 1	+11	239	Nil	— 7	151	131	..
October								332	+ 17	+27	233	— 6	—12			

† NOT seasonally adjusted. * Provisional.

OVERSEAS STERLING AREA TRADE SUMMARY

Continuing expansion in overseas sterling area exports

THE RAPID GROWTH in the value of exports from overseas sterling countries (excluding exports of Middle East oil) continued through the first half of 1964, allowing for seasonal movements. The main growth during the year has been in exports to the United Kingdom which in the second quarter were 9 per cent more in value than in the fourth quarter of last year. Trade between overseas sterling countries increased by 3 per cent, but the fourth quarter 1963 level was very high. Exports to non-sterling countries increased by 6 per cent from a relatively low level.

Overseas sterling countries' imports have increased very little during the first half of 1964, again allowing for seasonal movements. The value of imports in the second quarter was 1 per cent more than in the fourth quarter of 1963 and in the first half of this year they were little more than 1 per cent more than in the second half of 1963 compared with an increase of 7 per cent between the first and second half of last year. Trade between the overseas sterling countries was the fastest growing sector of their imports. From the United Kingdom, there was an increase of 2 per cent between the fourth quarter of 1963 and the second quarter of this year, imports from non-sterling countries were no more in value in the second quarter than they had been six months earlier.

Exports from overseas sterling countries

In the second quarter of this year the total value of exports from the overseas sterling countries was 12½ per cent more than in the corresponding period last year. The absolute increase, of £160 million, was almost equal to the non-sterling markets and to the sterling area, proportionate increases of 11 per cent and 14 per cent respectively. Within the non-sterling area exports to the European Economic Community increased by over 20 per cent; exports to the continental members of EFTA increased rather faster but this is a relatively small market for overseas sterling countries. Compared with the second quarter of 1963, exports to North America in the second quarter of this year were unchanged. Exports to the 'other' non-sterling countries were up by 11 per cent, reflecting an absolute increase of £32 million compared with the second quarter last year. Within this group, exports to the USSR and Eastern Europe contributed nearly half of the absolute increase, an increase of over 25 per cent compared with a year earlier. A large part of the increase was attributable to heavy shipments of wheat from Australia to the USSR; there were, in addition, sizeable increases in exports of jute and jute goods to the area from Pakistan and India. Exports to the United Kingdom and to overseas sterling countries were each near 15 per cent more in value in the second quarter of this year than a year earlier.

Most main commodities contributed to the increase in the value of overseas sterling exports between the second quarters of 1963 and 1964, but there was a substantial fall in the value (and quantity) of rubber exported. In a number of cases increased unit values contributed to the increased value of exports. The largest absolute increases were in exports of raw wool, meat and wheat. For raw wool and meat the increases in value were 20 per cent compared with a year earlier; the wool increase showed a year of rapid growth and was only to a minimal extent due to quantity (up 2 per cent) but the increase in meat exports followed a period of slow growth and was mainly due to quantity (up 14 per cent). Wheat exports after increasing by over 50 per cent in the first quarter compared with a year earlier were 35 per cent more in value in the second quarter and showed significant increases in quantity (up 10 per cent) and in unit price. The largest proportionate increase in value was in lead exports which were over 40 per cent more than a year earlier, with an increase of over 20 per cent in the quantity exported. Other commodities with above average increase in value compared with a year earlier were jute (28 per cent) and copper (21 per cent) mainly due to increased quantities exported and coffee (25 per cent), cocoa (13 per cent) and cotton piecegoods (23 per cent) mainly due to increased unit values. The value of exports of raw cotton, sugar and tin, in addition to rubber, was lower in the second quarter than a year earlier.

Table A

Overseas Sterling countries' trade by direction

(PERCENTAGE CHANGE BETWEEN 2nd QUARTER 1963 and 2nd QUARTER 1964

	Sterling Area		Non-Sterling Area				All Countries
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	
Exports	+14	+16	—	+22	+12	+11	+13
Imports	+ 5	+15	+6	+ 8	+ 5	+ 6	+ 7

Table B

Exports of some major commodities from the Overseas Sterling Area

	Unit of quantity	Exports in second quarter of 1964			
		Quantity		Value	
		Unit	% change on a year earlier	£ million	% change on a year earlier
Raw wool	lbs. million	629·0	+ 2	157	+20
Raw cotton	lbs. million	186·4	—23	18	— 18
Raw jute	tons '000	199·8	+39	14	+28
Wheat	tons '000	1,844·0	+10	41	+35
Raw sugar	tons '000	773·1	—12	36	— 7
Lead	tons '000	125·8	+23	10	+42
Tin	tons '000	21·0	—16	19	—16
Copper	tons '000	205·8	+19	44	+21
Raw cocoa	tons '000	191.5	+ 3	37	+13
Raw coffee	lbs. million	131·5	—13	18	+25
Tea	lbs. million	202·0	+ 8	37	+ 6
Natural rubber	tons '000	274·5	—23	50	—27
Cotton piecegoods	yds. million	274·4	+ 9	20	+23
Jute goods	tons '000	348·1	+17	39	+ 8
Meat and meat preparations	cwts. million	6·4	+14	67	+20

Exports from individual overseas sterling countries

Nearly all the main overseas sterling countries increased the value of their exports in the second quarter of this year compared with the same period last year; of the total absolute increase, £161 million (f.o.b.), Australia, Hong Kong, New Zealand and India together contributed more than half. Australia's exports increased by 25 per cent (£55 million); nearly £18 million of this increase arose from larger shipments of wheat, lead and meat with increases in unit values contributing more than quantity to the increased value in the case of the first two commodities. Exports from Hong Kong and New Zealand increased by £14 million in each case, 19 per cent and 14 per cent respectively; New Zealand's exports showed large increases in the unit values received for raw wool and meat. The increase of £20 million (15 per cent), in the value of exports from India was achieved in spite of lower exports of raw jute; there were increases in the value of exports of jute goods, cotton piecegoods and coffee. The value of exports from Kenya, Tanganyika, Uganda and Zanzibar as a group was 14 per cent (£5·6 million) more; increases in the value of exports of coffee, sisal and diamonds accounted for the major part of this upward movement. An additional £3 million in exports of tea to the Irish Republic was the main reason for the increase of 12 per cent in the value of Ceylon's exports. An important factor in the 11 per cent increase in the Irish Republic's export earnings was increased shipments of meat and live animals, mainly to the United Kingdom.

Lower exports, by value, than a year earlier were recorded by Malaya, Singapore and Pakistan. The continued curtailment of trade with Indonesia was the main contributory factor to the 30 per cent fall in exports from Singapore. Pakistan exports were

26 per cent lower in value, representing a fall of over £9 million, largely due to lower exports of raw cotton.

Imports into overseas sterling countries

The total value of imports into overseas sterling countries was £111 million (approximately 7 per cent) more in the second quarter of this year than in the same period last year, much of the increase had taken place during 1963 with little increase during the first half of this year. Imports from the non-sterling area increased by 6 per cent and from sterling countries by 9 per cent, in the second quarter of this year compared with a year earlier and again most of the growth from each group of suppliers had amounted by the end of 1963. Among non-sterling suppliers, the largest percentage increase between the second quarters of 1963 and 1964 was recorded by the European Economic Community (8 per cent), with an increase of over 10 per cent from Germany. Imports from North America increased by approximately 6 per cent. Within the increase of 4 per cent in imports from 'other' non-sterling countries, there were increases of 18 and 24 per cent, respectively, in imports from Japan and China and a marginal fall in imports from the USSR and Eastern Europe. Imports from the United Kingdom increased by 5 per cent.

Imports into individual overseas sterling countries

As in the first quarter, the growth of imports into the overseas sterling area was widely spread among countries, although the rates of growth were very varied. Over half of the absolute increase was recorded by Australia (£38 million) and South Africa (£27 million), an increase of 17 per cent in each case. There was an increase of over £22 million (nearly 20 per cent) in imports into Hong Kong; this was rather greater than the growth in exports. Imports into the Irish Republic also continued their fast growth with an increase in value of £11 million or 14 per cent in the second quarter of this year compared with a year earlier. Nigeria and Ceylon both increased their imports by £9 million representing increases of 19 per cent and 31 per cent respectively. In the case of Ceylon the increase was mainly in imports of raw cereals and sugar (including preparations) together with increased imports of textile yarns and fibres. Imports into Zambia, South Rhodesia and Malawi are now recorded separately and include inter-trade; it is not possible to measure how fast imports into these countries are increasing.

The main fall in imports was, as in the first quarter, recorded by Singapore due to the curtailment of trade with Indonesia. Imports into Kenya, Tanganyika, Uganda and Zanzibar were marginally lower than a year earlier as they had been in the previous two quarters. Imports into India and Pakistan in the second quarter of this year were also lower than a year earlier, but these falls each followed an increase in the first quarter, very substantial in the case of Pakistan. The other country to record lower imports in the second quarter of this year was Ghana.

Imports from industrial countries

Imports by the overseas sterling area from industrial countries increased by 8 per cent in the second quarter of this year as compared with the same period last year, a rate of increase little different from that of their total imports from all sources. This rate of increase was also similar to the rate recorded for 1963 as a whole but much lower than the 14 per cent recorded in the first quarter of this year. As in the first quarter of this year there were increased purchases from all the main supplying areas, but in the second quarter the largest percentage increase was in imports from Japan, 18 per cent or £19 million. There were increases of £20 million in imports from the United Kingdom and from North America, representing 5 per cent and 6 per cent respectively. Imports from the European Economic Community increased by £17 million or 8 per cent – the average rate.

Imports into Australia in the second quarter of this year were 19 per cent more in value from industrial countries than a year earlier. An increase of nearly 50 per cent in imports from Japan accounted for about one-third of the absolute increase in imports from there into the overseas sterling area, and the increase of 30 per cent from North America was almost equal to the whole of the absolute increase for the area as a whole; imports from the United Kingdom increased by 3 per cent. Pakistan's total imports from industrial countries decreased by 6 per cent (£4 million) with a decline of £12 million in her imports from North America, as compared with the record level of imports from the latter area a year earlier; imports from the United Kingdom, the EEC and Japan increased. India also recorded a decrease of £5 million (7 per cent) in her imports from North America and increases from other sources with total imports from industrial countries marginally lower than a year earlier.

Imports into the Irish Republic were 13 per cent more from industrial countries with a 13 per cent increase in imports from the United Kingdom, the major supplier; imports from North America and Japan increased at much above average rates.

Table C

Overseas Sterling countries' imports from industrial countries (i)

2nd QUARTER 1964 COMPARED WITH 2nd QUARTER 1963

Imports into / Imports from		United Kingdom	Germany	EEC including Germany	North America	Japan	Total Industrial Countries	Total Imports
Australia:								
(a) 2nd Quarter 1963	£m.	66	12	24	60	12	171	222
(b) 2nd quarter 1964	£m.	68	14	28	78	18	203	260
(c) Percentage change		+3	+17	+18	+30	+49	+19	+17
India:								
(a)	£m.	31	17	26	67	12	143	207
(b)	£m.	33	19	29	62	13	143	204
(c)	%	+7	+15	+10	—7	+8	—	—1
Irish Republic:								
(a)	£m.	40	5	11	7	1	68	80
(b)	£m.	45	6	13	10	1	77	91
(c)	%	+13	+8	+16	+48	+37	+13	+14
New Zealand:								
(a)	£m.	32	2	5	11	4	53	77
(b)	£m.	31	2	6	9	3	52	82
(c)	%	— 2	— 1	+19	—12	— 5	— 1	+ 6
Pakistan:								
(a)	£m.	10	10	13	41	4	70	81
(b)	£m.	13	10	14	30	6	66	79
(c)	%	+29	+ 8	+ 9	—28	+59	— 6	— 3
Overseas Sterling Area:								
(a)	£m.	376	92	200	302	104	1,041	1,523
(b)	£m.	395	102	217	321	122	1,120	1,634
(c)	%	+ 5	+11	+ 8	+ 6	+18	+ 8	+ 7

(i) Includes United Kingdom, Continental OECD, United States of America, Canada and Japan.

Statistical notes

Definitions of the statistics in the table were given in 'Statistical notes' contained in the Overseas Sterling Area Trade Summary published in the *Board of Trade Journal* of May 22, 1964 (page 1114).

(Charts and tables continued on following pages)

THE PATENT OFFICE LIBRARY

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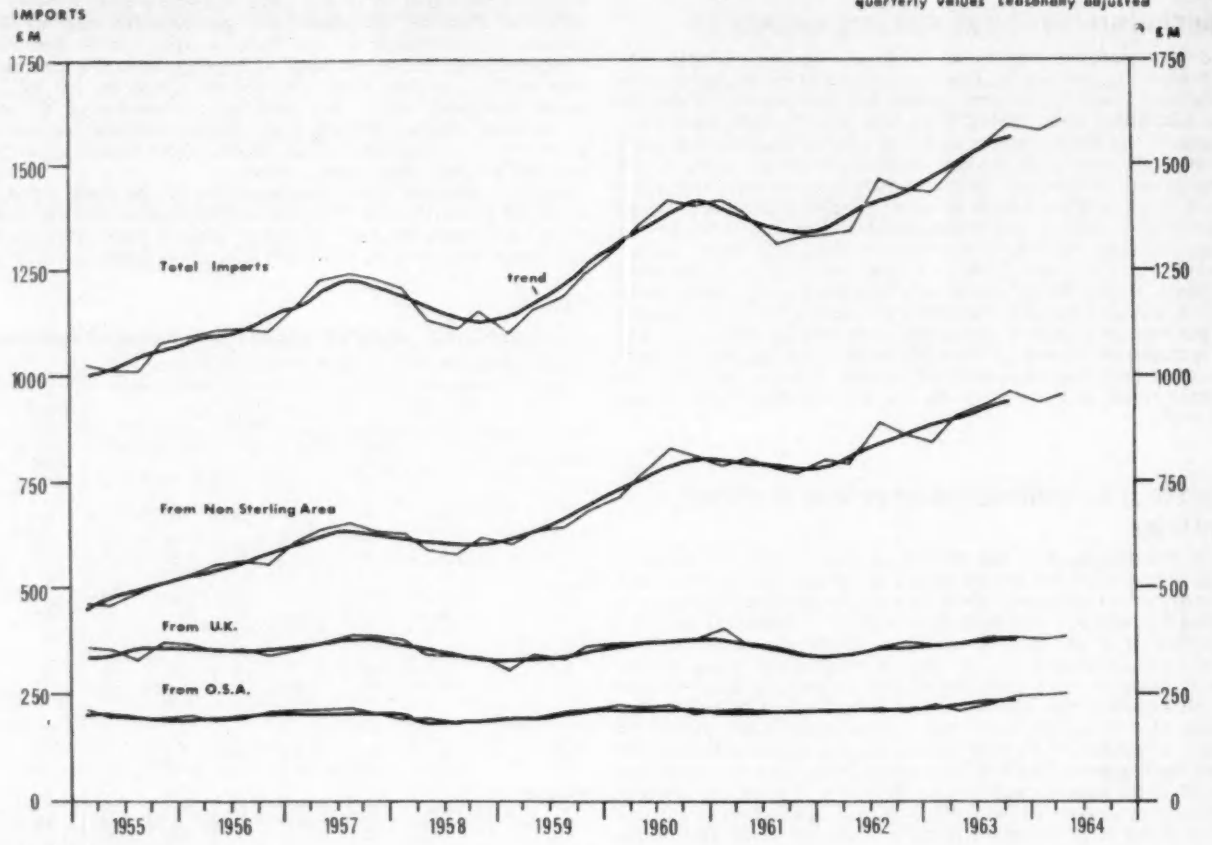
Trade of the Overseas Sterling Area

quarterly values seasonally adjusted



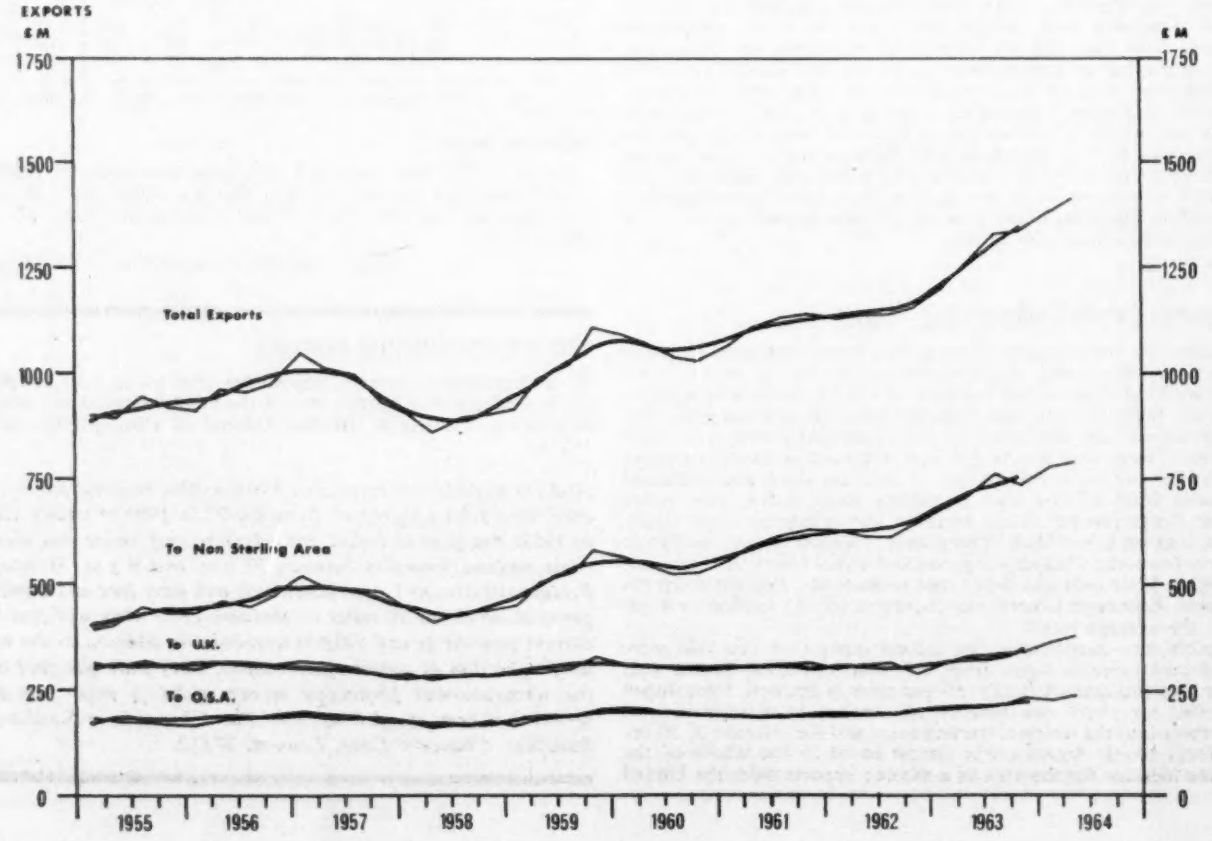


Table 1 – Direction of trade of the Overseas Sterling Area

quarterly averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (c)	Other Non-Sterling Countries	Total Non-Sterling Countries	World
IMPORTS									
1959	336	199	535	174	160	37	272	643	1,178
1960	370	220	590	232	191	45	317	785	1,375
1961	366	213	578	226	189	46	318	779	1,358
1962	353	214	567	254	187	46	344	831	1,398
1963	371	231	601	290	201	51	370	911	1,513
1962 3rd quarter	348	215	563	281	186	46	345	858	1,421
4th quarter	374	219	593	266	195	49	361	871	1,464
1963 1st quarter	368	214	581	240	193	46	360	839	1,421
2nd quarter	376	225	601	302	200	51	369	922	1,523
3rd quarter	368	233	600	284	205	50	375	915	1,515
4th quarter	385	250	635	339	204	56	375	974	1,609
1964 1st quarter	389	237	626	311	211	52	383	957	1,583
2nd quarter	395	260	655	321	217	57	383	979	1,634
EXPORTS (a) (b)									
1959	307	188	495	138	155	17	208	518	1,013
1960	314	203	517	135	161	21	229	547	1,064
1961	315	196	511	156	165	21	257	599	1,109
1962	310	199	509	176	175	21	259	630	1,140
1963	336	217	554	191	205	24	305	726	1,279
1962 3rd quarter	303	204	507	182	142	20	250	595	1,101
4th quarter	309	200	509	186	184	21	255	646	1,155
1963 1st quarter	314	202	515	173	192	24	292	681	1,196
2nd quarter	340	208	548	205	205	25	304	739	1,286
3rd quarter	333	225	558	210	194	24	315	743	1,301
4th quarter	359	235	594	178	230	25	308	741	1,335
1964 1st quarter	370	228	599	187	246	27	330	791	1,389
2nd quarter	386	241	627	205	249	31	336	821	1,447

(a) Exports include re-exports. (b) Exports of Middle East oil are excluded throughout the tables. (c) Not including Finland.

EXPORT DRIVE

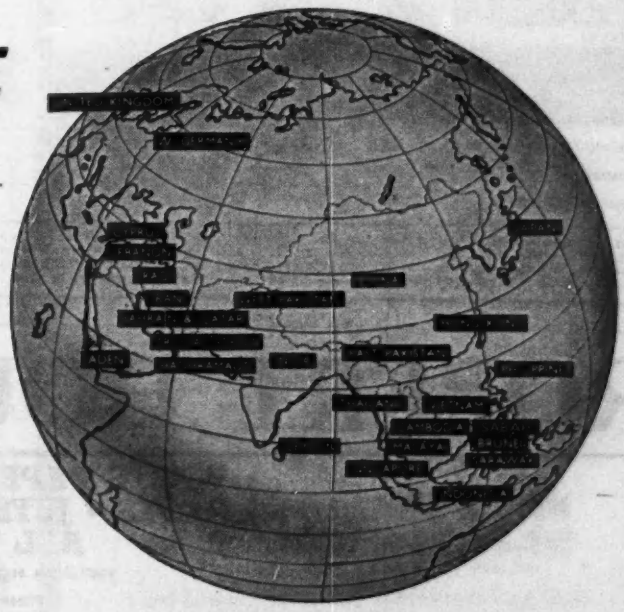


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Table 2—Trade of the Commonwealth and Sterling Area

quarterly averages in £ million

	1960	1961	1962	1963	1962		1963				1964		
					3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter
IMPORTS (*a*):													
United Kingdom (*b*)	1,135	1,099	1,123	1,205	1,106	1,137	1,144	1,193	1,202	1,282	1,381	1,393	1,337
Overseas Sterling Area	1,375	1,358	1,398	1,513	1,421	1,464	1,421	1,523	1,515	1,609	1,583	1,634	
Australia	211	187	202	220	219	210	208	222	228	223	236	260	277
Ceylon	37	32	31	28	35	29	23	28	28	34	30	37	56 (*l*)
Kenya, Tanganyika, Uganda and Zanzibar	35	35	35	38	33	38	37	39	38	36	36	38	
Ghana	32	35	30	33	31	33	32	30	33	35	32	23	
Hong Kong	92	93	104	116	99	108	107	116	114	126	127	138	
India	205	202	212	211	219	214	206	207	209	221	222	204	204 (*l*)
Irish Republic	57	65	68	77	65	74	69	80	70	87	88	91	
Jamaica	19	19	20	20	19	22	19	20	20	22	25	25	
Malaya	38	39	44	44	43	46	43	47	44	44	45	47	
Mediterranean Territories (*c*)	19	20	21	23	22	24	21	22	23	25	22	20	
New Zealand	70	81	68	82	68	72	72	77	92	86	83	82	96 (*l*)
Nigeria	54	56	51	52	50	59	48	48	51	61	60	57 (*d*)	67 (*l*)
Pakistan	58	57	66	79	76	65	64	81	77	95	81	79	
Zambia (*e*)											15	20	
Southern Rhodesia	39	39	36	34	35	34	32	34	35	33	25	29	
Malawi											3	4	
Singapore	94	94	96	103	95	98	102	107	108	94	77	82	
South Africa (*f*) (*g*)	139	126	128	152	131	132	150	157	153	163	174	184	203 (*l*)
Trinidad and Tobago	26	30	32	34	30	35	32	36	29	37	34	36	
Other	149	148	154	169	151	170	155	171	164	186	168	179	
STERLING AREA	2,510	2,456	2,521	2,718	2,527	2,600	2,565	2,716	2,717	2,891	2,964	3,027	
STERLING COMMONWEALTH (*h*)	2,258	2,216	2,267	2,424	2,274	2,326	2,285	2,411	2,431	2,569	2,638	2,682	
CANADA	503	508	521	543	513	517	468	562	546	595	548	678	
COMMONWEALTH (*h*)	2,761	2,724	2,788	2,967	2,787	2,844	2,753	2,973	2,978	3,163	3,186	3,360	
EXPORTS (*a*):													
United Kingdom (*b*)	924	960	987	1,058	935	1,019	1,038	1,071	1,009	1,116	1,119	1,130	1,011
Overseas Sterling Area	1,064	1,109	1,140	1,279	1,101	1,155	1,196	1,286	1,301	1,335	1,389	1,447	
Australia	176	208	210	247	183	220	220	227	252	289	281	282	245
Ceylon	33	32	33	32	37	33	32	33	34	30	31	36	45 (*l*)
Kenya, Tanganyika, Uganda and Zanzibar	36	34	35	43	37	37	42	39	45	45	52	44	
Ghana	26	26	26	24	22	17	23	30	27	19	35	30	
Hong Kong	62	61	69	73	69	74	73	75	80	83	85	89	
India	119	124	126	144	136	135	141	133	143	160	145	153	
Irish Republic	38	45	44	49	46	47	43	48	53	52	56	53	
Jamaica	14	15	16	18	17	14	15	22	17	18	18	23	
Malaya	60	55	55	57	56	51	57	57	61	51	53	54	
Mediterranean Territories (*c*)	6	6	7	7	6	5	7	9	6	6	7	10	
New Zealand	76	71	72	82	54	67	84	102	68	72	113	116	71
Nigeria	42	43	42	47	38	37	45	51	44	49	54	54 (*d*)	59 (*l*)
Pakistan	35	36	35	37	36	42	39	36	34	40	35	27 (*d*)	
Zambia (*e*)											44	41	
Southern Rhodesia	51	52	52	56	58	48	43	59	64	57	22	36	
Malawi											3	3	
Singapore	73	66	67	68	67	68	71	70	77	51	45	49	
South Africa (*f*)	96	107	107	113	101	106	106	119	111	118	118	129	105 (*l*)
Trinidad and Tobago	23	27	28	31	25	28	30	36	29	29	35	37	
Other	98	101	116	147	116	126	125	142	156	165	157	178	
STERLING AREA	1,988	2,069	2,127	2,338	2,037	2,174	2,234	2,357	2,310	2,451	2,508	2,578	
STERLING COMMONWEALTH (*i*)	1,826	1,887	1,931	2,108	1,849	1,973	2,026	2,122	2,078	2,207	2,250	2,303	
CANADA	495	519	529	578	533	572	492	572	591	656	590	711	
COMMONWEALTH (*h*)	2,321	2,407	2,460	2,686	2,382	2,545	2,518	2,694	2,669	2,864	2,837	3,015	

(*a*) For valuation see statistical notes. (*b*) Values for 1961 and 1962 include revised estimated average values for parcel post. The 1960 figures have been recalculated on the new basis. (*c*) Cyprus, Gibraltar, Malta. (*d*) April-May at quarterly rate. (*e*) Formerly Northern Rhodesia. (*f*) Includes South West Africa and also the Southern African territories of Basutoland, Bechuanaland and Swaziland (see also footnote (*h*)). (*g*) Excludes military stores from 3rd quarter 1963. (*h*) Excludes South and South West Africa; also excludes the Southern African territories (Basutoland, Bechuanaland and Swaziland) whose total trade in 1962 was of the order of £12 million. (*i*)July-August at quarterly rate.

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Table 3 – Principal exports of the Overseas Sterling Area

quarterly averages in £ million

	Raw Wool	Raw Cotton (a)	Raw Jute	Wheat	Raw Sugar (b)	Lead (c)	Tin	Copper	Raw Cocoa	Raw Coffee	Tea	Natural Rubber (d)
1959	106·8	12·9	13·3	10·0	22·9	7·0	9·8	33·5	28·4	10·8	45·9	89·3
1960	108·3	14·4	15·2	13·3	23·8	6·4	16·3	37·8	26·9	10·7	46·1	92·3
1961	112·9	14·3	16·8	27·7	26·5	5·7	18·5	35·3	27·0	10·2	47·1	72·7
1962	112·5	12·6	14·6	22·0	29·4	6·8	18·9	34·2	26·9	11·5	48·1	70·2
1963 (e)	128·7	18·5	14·2	29·1	45·1	7·0	21·3	37·1	27·0	13·7	49·3	66·5
1963 1st quarter	129·1	16·8	18·6	27·2	25·0	5·6	20·4	34·5	31·2	14·8	48·2	75·3
2nd quarter	130·7	21·3	10·7	30·3	39·1	7·2	22·0	35·9	32·6	14·7	35·2	69·0
3rd quarter	91·8	21·7	9·9	32·0	68·5	8·1	23·3	37·6	22·1	12·0	54·1	68·2
4th quarter (e)	163·2	14·3	17·6	27·1	47·8	7·1	19·4	40·6	21·9	13·3	60·0	53·3
1964 1st quarter (e)	173·7	11·3	16·0	44·8	35·3	8·2	19·0	49·2	41·9	23·9	39·3	54·0
2nd quarter (e)	157·4	17·5	13·7	40·9	36·3	10·2	18·6	43·6	36·9	18·4	37·3	50·0

	Cotton Piece-goods	Jute Goods	Meat and Meat Prepara-tions (f)	Dairy Products (g)	Hides and Skins (h)	Timber	Iron Ore	Fruit	Tobacco and Manu-factures	Rice	Vegetable Oils	Oilseeds and Nuts
1959	15·5	24·8	46·6	32·3	22·5	12·2	6·4	24·0	11·6	15·9	14·0	25·3
1960	17·5	29·5	43·9	27·8	21·6	15·3	8·4	25·5	[illegible]	15·7	12·6	23·9
1961	16·8	32·7	46·1	27·4	21·2	15·0	9·2	25·8	[illegible]	16·7	12·4	24·6
1962	15·1	33·9	50·7	27·6	21·5	15·9	12·4	28·4	[illegible]	18·8	11·7	22·7
1963 (e)	17·0	35·6	55·5	30·8	23·7	18·2	13·4	29·0	18·1	18·2	13·5	25·4
1963 1st quarter	17·1	34·3	54·4	33·1	22·1	15·6	11·9	23·1	5·3	18·6	12·3	23·7
2nd quarter	16·1	36·6	55·5	25·1	24·6	17·7	14·9	41·7	25·1	27·5	14·3	23·6
3rd quarter	16·8	36·6	59·3	25·8	23·4	20·5	15·2	29·4	28·1	17·0	14·8	28·1
4th quarter (e)	17·9	34·9	52·7	39·3	24·9	19·2	11·8	21·7	11·9	9·8	12·5	26·2
1964 1st quarter (e)	17·8	33·3	56·8	38·2	25·9	16·8	11·2	27·2	6·6	18·2	15·8	24·9
2nd quarter (e)	19·8	39·4	66·6	26·7	26·1	18·2	14·8	47·0	23·7	25·3	13·8	22·5

(a) Including linters. (b) Excluding Sugar Preference Certificates. (c) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (d) Excludes gutta-percha and jelutong. Total exports of rubber from the Overseas Sterling Area include re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Indonesia) were valued at £12·4 million (quarterly average) in 1963. (e) Partly estimated. (f) Exports of meat from South Africa are excluded. (g) Milk, cream, butter, cheese and eggs. (h) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins.

Table 4

Overseas Sterling Area trade

(SEASONALLY ADJUSTED VALUES)

£ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1961								
1st quarter	313	198	561	1,072	402	214	796	1,412
2nd quarter	314	197	597	1,109	368	215	804	1,387
3rd quarter	314	197	623	1,134	354	211	759	1,324
4th quarter	320	195	628	1,143	344	213	770	1,327
1962								
1st quarter	307	196	628	1,132	334	212	790	1,336
2nd quarter	316	199	623	1,138	344	214	787	1,345
3rd quarter	319	199	623	1,141	363	217	890	1,470
4th quarter	300	201	650	1,155	372	213	863	1,448
1963								
1st quarter	317	206	683	1,205	365	228	841	1,434
2nd quarter	335	211	713	1,258	372	218	909	1,499
3rd quarter	345	217	766	1,328	377	232	936	1,546
4th quarter	348	236	747	1,331	383	244	966	1,593
1964								
1st quarter	370	230	784	1,383	381	250	946	1,577
2nd quarter	379	244	791	1,415	351	251	965	1,607

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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for September

Unit value index numbers of imports and exports (Table 1)

THE OVERALL IMPORT and export unit value index numbers and the terms of trade for September were unchanged from the August levels of 106, 107 and 101 respectively (1961=100).

There was a fall of one half per cent in the overall import unit value index due mainly to a fall of some 2 per cent in the food, beverages and tobacco index resulting from lower average values of imported sugar (on the basis recorded in the Trade Accounts) and of bacon. The indices for fuels, basic materials and manufactured goods all increased slightly though the rounded index numbers remained unchanged.

There was no change in the overall export unit value index. A marginal increase in the index for manufactured goods was offset by a fall of nearly 2 per cent in the non-manufactured goods index. Within the manufactured goods class, there were rises of over one half per cent in the indices for textiles and for metals, and a marginal increase in the machinery and transport equipment index; these increases were partly offset by a fall of one half per cent in the index for other manufactured goods.

Volume of imports and exports (Table 2)

The volume of imports in the third quarter was about the same as in the second and 2 per cent more than in the first quarter. These increases are very much less than at the end of last year. Between the third quarters of 1963 and 1964 the volume of imports increased by 10 per cent. Imports of basic materials fell by 3 per cent in the third quarter after being level in the first half of the year; they had risen strongly in the second half of 1963. Imports of manufactures were growing more slowly in the first half of the year and there was a small fall in the third quarter. The fall was in the volume of semi-manufactures; finished manufactures continued to rise. Import of fuels, also, were reduced in the third quarter after increasing in the first half of the year. The volume of imports of food, beverages and tobacco, however, rose by 5 per cent in the third quarter.

Exports have been declining since the early months of the year. In the third quarter the volume was 2 per cent less than in the second when, in turn, it was 2 per cent less than in the first quarter. In the third quarter it was a little less than a year earlier. Exports of manufactures have fallen since the first quarter following a sharp increase in the second half of last year. The fall has been mainly in machinery and transport equipment though exports of textiles and metals, which were still rising in the second quarter, also fell in the third. Exports of chemicals have continued to grow this year. The decline in the volume of exports of non-manufactures was resumed in the third quarter. Fuels and basic materials have continued to fall and there was a reduction in exports of food, beverages and tobacco after a rise in the first half of the year.

Note:

This series of index numbers based on 1961=100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

United Kingdom import and export unit value index numbers (1)

TABLE 1. (1961 = 100)

	IMPORTS					EXPORTS								(2) TERMS OF TRADE
								Manufactured Goods (5 to 8)						
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Non-Manufactures [0 to 4]	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and Transport Eqpt. [7]	Other	
Weights	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1962 1st quarter	100	101	98	100	99	101	101	102	98	100	102	102	101	102
2nd quarter	100	102	97	99	99	101	100	101	96	101	103	102	100	101
3rd quarter	100	102	95	99	101	101	99	102	96	101	102	103	101	102
4th quarter	100	105	94	98	101	102	99	102	97	100	102	104	102	101
1963 1st quarter	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter	107	118	102	96	103	105	107	105	101	105	104	106	105	98
2nd quarter	107	115	103	96	104	106	108	106	101	107	105	107	106	99
3rd quarter	106	113	103	94	106	107	108	107	101	107	107	107	107	101
1962 September	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December	106	116	100	99	102	105	106	105	102	104	103	106	105	100
1964 January	107	118	101	95	102	105	107	105	101	104	104	106	105	99
February	107	118	102	97	103	105	107	105	101	105	104	106	105	98
March	107	117	102	97	104	105	108	105	101	106	104	106	105	98
April	106	115	103	97	103	105	108	105	101	106	104	106	105	99
May	107	116	103	96	104	106	109	106	101	107	105	107	106	99
June	106	114	103	95	105	106	108	106	101	108	106	107	106	100
July	106	113	104	95	105	107	109	107	101	108	106	108	107	100
August	106	114	102	94	106	107	109	107	101	107	107	107	108	101
September	106	111	102	94	106	107	107	107	101	108	108	108	107	101

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export Unit Value Index as a percentage of the Import Value Index.
(3) Export List Division 65.
(4) Export List Divisions 67, 68 and 69.

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H.M. Stationery Office, 423 Oxford Street, W.1, or York House, Kingsway, W.C.2

United Kingdom import and export volume index numbers [1]

TABLE 2

(1961 = 100)

	Imports					Exports							
								Manufactured Goods [5-8]					
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5-8]	Total	Non-Manufactures [0-4]	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and Transport Eqpt. [7]	Other
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
Unadjusted													
1962 2nd quarter	103	107	94	110	104	106	107	107	111	102	103	108	107
3rd quarter	102	100	96	121	102	98	109	96	105	93	96	93	102
4th quarter	104	101	101	116	107	105	119	102	110	102	102	99	107
1963 1st quarter	103	99	97	125	106	107	115	106	109	100	98	111	100
2nd quarter	106	102	94	126	112	110	123	109	116	102	101	111	109
3rd quarter	107	101	105	120	110	102	117	101	111	99	94	98	111
4th quarter	113	106	110	117	121	113	127	110	117	105	105	109	118
1964 1st quarter	119	106	107	126	139	113	115	113	125	106	102	115	115
2nd quarter	121	103	109	133	144	114	116	114	127	109	109	113	119
3rd quarter	116	103	105	127	134	101	104	101	123	99	96	95	112
1963 September	103	97	101	119	105	96	112	93	103	91	90	91	102
October	117	112	109	113	130	112	128	110	116	105	105	109	117
November	111	105	105	116	119	111	126	109	119	108	109	105	120
December	111	100	117	122	113	115	126	110	117	104	99	111	117
1964 January	131	120	128	134	145	104	111	104	113	100	99	106	99
February	111	100	98	120	129	112	118	112	124	101	99	114	117
March	114	97	95	123	144	123	116	124	138	115	110	125	130
April	125	102	113	140	152	108	109	108	120	105	105	106	111
May	116	101	103	133	135	125	125	126	141	120	116	125	131
June	122	105	113	127	145	109	114	109	120	100	105	107	115
July	117	104	105	120	138	102	90	104	120	97	97	101	112
August	115	98	111	128	132	107	120	106	137	108	109	95	120
September	117	107	100	133	134	94	101	92	113	91	82	88	104
Seasonally adjusted													
1962 2nd quarter	*103*	*107*	*94*	*107*	*103*	*103*	*108*	*103*	*108*	*102*	*101*	*101*	*107*
3rd quarter	*106*	*106*	*97*	*120*	*107*	*103*	*115*	*102*	*108*	*97*	*103*	*100*	*103*
4th quarter	*103*	*98*	*100*	*117*	*107*	*102*	*112*	*101*	*109*	*99*	*99*	*100*	*103*
1963 1st quarter	*102*	*96*	*96*	*121*	*104*	*106*	*114*	*105*	*107*	*97*	*98*	*108*	*103*
2nd quarter	*106*	*103*	*94*	*123*	*110*	*107*	*125*	*104*	*113*	*102*	*99*	*103*	*109*
3rd quarter	*109*	*106*	*105*	*117*	*114*	*108*	*122*	*107*	*115*	*103*	*101*	*105*	*113*
4th quarter	*111*	*102*	*109*	*119*	*121*	*110*	*119*	*109*	*117*	*103*	*101*	*110*	*114*
1964 1st quarter	*118*	*104*	*108*	*125*	*137*	*112*	*115*	*111*	*123*	*103*	*102*	*111*	*119*
2nd quarter	*120*	*103*	*109*	*131*	*141*	*110*	*116*	*109*	*123*	*107*	*105*	*105*	*118*
3rd quarter	*120*	*109*	*106*	*126*	*140*	*108*	*110*	*107*	*129*	*104*	*104*	*103*	*114*
1963 September	*112*	*104*	*111*	*125*	*115*	*109*	*118*	*108*	*111*	*103*	*102*	*109*	*111*
October	*107*	*99*	*102*	*106*	*119*	*108*	*117*	*107*	*114*	*101*	*98*	*109*	*109*
November	*111*	*104*	*106*	*118*	*119*	*108*	*115*	*108*	*119*	*103*	*105*	*105*	*114*
December	*116*	*103*	*119*	*133*	*125*	*115*	*126*	*114*	*118*	*104*	*101*	*117*	*118*
1964 January	*119*	*110*	*112*	*122*	*133*	*104*	*111*	*102*	*112*	*100*	*99*	*101*	*105*
February	*117*	*103*	*108*	*127*	*134*	*116*	*121*	*115*	*127*	*101*	*102*	*117*	*124*
March	*117*	*97*	*104*	*125*	*144*	*117*	*114*	*117*	*129*	*108*	*105*	*116*	*127*
April	*119*	*98*	*111*	*131*	*143*	*106*	*111*	*105*	*119*	*106*	*103*	*100*	*113*
May	*117*	*102*	*105*	*130*	*134*	*116*	*120*	*115*	*128*	*114*	*105*	*112*	*124*
June	*124*	*109*	*112*	*131*	*146*	*108*	*118*	*106*	*120*	*102*	*105*	*102*	*117*
July	*112*	*102*	*99*	*115*	*129*	*102*	*98*	*103*	*121*	*97*	*98*	*100*	*108*
August	*125*	*111*	*112*	*130*	*148*	*114*	*123*	*113*	*143*	*111*	*119*	*104*	*120*
September	*123*	*113*	*106*	*134*	*143*	*107*	*108*	*106*	*124*	*105*	*94*	*105*	*113*

(*1*) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(*2*) Export List Division *65*. (*3*) Export List Divisions *76*, *68* and *69*.

Report on Industrial and Provident Societies

PART 3 of the Report for 1963 of the Chief Registrar of Friendly Societies* (Mr. S. D. Musson) was published on October 20. It deals with the work of his department under the Industrial and Provident Societies Acts, 1893-1961 and the operations during 1963 of societies registered under these Acts.

Most of these societies are *bona fide* co-operative societies, whose business is conducted mainly for the mutual benefit of their members. The benefit derived from membership of this type of society depends more upon the extent to which a member avails himself of the facilities offered by the Society than upon the amount he has invested in it. Almost all of the other societies (including most of the housing societies) are conducted mainly for the purpose of improving the conditions of living or social well-being of persons in lower income groups or for the benefit of the community.

The bulk of the business of registered societies is done by the general supply stores (the familiar co-operative stores), the Co-operative Wholesale Society Limited and the Scottish Co-operative Wholesale Society Limited who supply those stores and also act as bankers, the Co-operative Insurance Society Limited (of which the two national wholesale societies are the only shareholders), and the co-operative agricultural societies.

Membership of the co-operative stores increased during 1963 by 67,000 to 12,917,000 thereby continuing an unbroken succession of yearly increases in membership since 1922. The sales of these societies increased by £9·3 million to £1,024·1 million. The £52 million surplus on the year's working was £3·5 million, less than in 1962 and represented 5·1 per cent of the year's sales. £40·3 million was paid as dividend on members' purchases giving an average dividend of 9¼d. in the £, about ¼d. in the £ less than in 1962. Interest on shares averaged 3 per cent and amounted to £7·6 million. Share capital decreased by £6·2 million to £248·5 million. Total assets increased by £0·3 million to £496·4 million, a much smaller increase than in recent years.

During 1963 the sales of the Co-operative Wholesale Society Limited increased by £0·8 million to £480·2 million. The sales of the Scottish Co-operative Wholesale Society Limited fell by £0·7 million to £89·4 million. The English and Scottish Joint Co-operative Wholesale Society Limited (which constitutes the tea, coffee and cocoa departments of the two national wholesale societies) had sales of £21·8 million during 1963, a decrease of £1 million compared with the previous year.

Both the funds and premium income of the Co-operative Insurance Society Limited continued to increase and amounted to £322 million and £68 million respectively. Although there was a slight fall in their total membership the sales of the agricultural trading societies rose by £7·5 million to £223·8 million; the surplus on the year's working was little changed at £5·2 million. At the end of 1963 there were 1,049 land and housing societies. More than half of the societies registered during 1963 were in this group.

*The 'Report of the Chief Registrar of Friendly Societies for the year 1963, Part 3, Industrial and Provident Societies' may be obtained from H.M. Stationery Office, price 6s.

Digest of Scottish statistics

THE 24th issue of the 'Digest of Scottish Statistics' prepared by the Scottish Statistical Office, has recently been published by HM Stationery Office at 5s. (5s. 5d. including postage). It contains the Index of Industrial Production in Scotland, which has now been rebased on 1958. For the second quarter of this year the index was 127, 10 points or 8½ per cent higher than the same period last year. With the exception of mining and quarrying all the industrial groups covered had outputs higher than a year earlier.

The most important contributions to the 10 points rise were from metal manufacture (up by 32 per cent), engineering and electrical goods (11 per cent), food, drink and tobacco (nearly 8 per cent), vehicles (21 per cent), the construction industry (6 per cent) and chemicals (nearly 10 per cent). Other notable increases were in metal goods not elsewhere specified (nearly 12 per cent) and bricks, cement, glass, etc. (10½ per cent).

The Digest also contains revisions to the 1954 based indices for the years 1955-58, made in the light of additional information obtained from the 1958 Census of Production. Most of the statistics in the industrial activity section of the Digest have been provided by the Board of Trade.

Production of man-made fibres in September

TOTAL PRODUCTION by weight of man-made fibres in September was 13 per cent more than in September, 1963; continuous filament showed an increase of 12 per cent and staple fibre an increase of 14 per cent.

Total deliveries of man-made fibres in the three months July-September were 15 per cent more than in the same quarter of 1963.

Deliveries of continuous filament to the home user industries were 11 per cent more than in the third quarter of 1963; deliveries to the hosiery industry and to weaving were respectively 25 per cent and 13 per cent more; deliveries to the warp-knitting industry were 19 per cent more and for industrial purposes slightly more.

Deliveries of staple fibre to the home user industries were 18 per cent more than in the same quarter last year; deliveries to the wool spinning industry were 24 per cent more, and to the cotton spinning industry 19 per cent more.

Deliveries of continuous filament yarn and staple fibre for export were 22 per cent more and 15 per cent more respectively than in the corresponding quarter last year.

(Million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1963 2nd quarter	82·6	95·4	178·0
3rd quarter	80·5	90·9	171·4
1964 2nd quarter	93·9	109·3	203·2
3rd quarter	89·6	105·4	195·0
1963 July	28·4	31·9	60·3
August	25·0	26·9	51·8
September	27·1	32·1	59·3
1964 July	31·3	35·9	67·1
August	27·9	32·9	60·8
September	30·4	36·7	67·1

Deliveries of continuous filament yarns

(Thousand lb., actual weight)

	Year 1962	Year 1963	1963 April-June	1963 July-Sept.	1964 April-June	1964 July-Sept.
Weaving	72,965	77,432	18,835	17,917	22,550	20,287
Hosiery	33,409	42,935	10,061	10,377	15,275	12,967
Warp knitting	29,820	35,959	8,799	8,278	11,068	9,891
Industrial purposes (tyres, etc.)	81,865	90,300	23,154	21,755	24,462	22,265
Other purposes	11,260	13,226	3,138	3,159	3,539	2,996
Exports as yarn (a)	63,428	76,346	19,509	18,863	23,183	23,006
Total	292,746	336,199	83,496	80,349	100,077	91,412

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(Thousand lb., actual weight)

	Year 1962	Year 1963	1963 April-June	1963 July-Sept.	1964 April-June	1964 July-Sept.
Cotton spinning	108,817	119,324	29,471	26,531	35,389	31,635
Wool spinning	82,694	101,209	24,080	22,500	35,547	27,901
Flax spinning	24,078	32,854	7,551	8,683	8,868	9,083
Other spinning systems and sundries	35,301	41,339	10,886	9,661	12,160	10,619
Exports (a)	85,036	96,449	25,426	23,977	25,707	27,459
Total	335,926	391,175	97,414	91,353	117,671	106,697

(a) The figures refer to deliveries from the industry for export and may differ from the total recorded as exports in the monthly trade accounts.

Income and finance of quoted companies in 1963

THIS ARTICLE IS THE FOURTH this year in the series presenting the results of the analysis of the accounts of quoted companies for accounting years ending between April 1963 and March 1964. It presents the analysis of accounts received in the third quarter of 1964 and comments on the preliminary results for the year 1963 as a whole.

Between July 1 and September 30, 1964, Statistics Division of the Board of Trade received accounts from 575 quoted companies. With the 1,352 companies whose accounts were received in the three previous quarters, they account for over 95 per cent of the income and assets of all companies engaged in manufacturing and distribution in the United Kingdom whose accounts are analysed by the Board of Trade. The balance is represented by about 70 companies whose accounts for 1963 had not been received by the end of September 1964.

The spread of accounting dates

The pattern of companies' accounting dates in 1963 was very similar to that revealed in the previous year's analysis, and each quarter's report has shown a concentration of accounting dates ending in a particular month. 42 per cent of the 327 accounts received up to the end of 1963 related to a year ending in June 1963 and 39 per cent of accounts received in the first quarter of 1964 related to September 1963. The most marked concentrations were shown in accounts received in the second and third quarters of 1964; in the second quarter 68 per cent of the accounts related to December 1963 and in the third quarter 67 per cent related to March 1964. Table A shows the spread of accounting dates and the numbers of accounts received each month by the Board of Trade. Of the company accounting years, 35 per cent end in December and a further 23 per cent in March. There are smaller concentrations in June and September.

Rise in company profits levelling out

Indications are that the rapid growth of profits compared with a year earlier recorded in accounts received in previous quarters has now levelled out. The present batch of accounts show profits 15 per cent higher than in 1962, against an increase of 16 per cent shown by the accounts received in the April-June quarter, while accounts received a year ago were showing rises of only 4 per cent. The latest national income estimates of company profits, which unlike the figures in the present article, relate to profits (of all companies) actually earned in the quarter, show that in the second quarter of 1964 profits were only 6 per cent higher than in the second quarter of 1963, compared with increases of 20 per cent and more in the two previous quarters.

The third quarter's analysis of the accounts of quoted companies shows that of the 22 individual industrial groups for which separate figures are calculated, 17 showed increased profits over the previous year. For 1963 as a whole, each industrial group except shipbuilding showed increased profits over 1962, the largest increases being earned by the vehicles industry (£57 million) and the chemicals industry (£48 million).

Income appropriations over the whole of 1963 showed much the same pattern as in the previous year. Over half the increase of £316 million in gross income was taken up by a rise of £101 million in tax payments and an increase of £65 million in the amount distributed to shareholders, while the share due to minority interests rose by £4 million. Company reserves and depreciation provisions took the balance, and at £1,159 million in total amounted to 43·0 per cent of gross income, about the same proportion as in 1962.

Company expenditure

Table B summarizes the main features of company income and expenditure over the years since 1960 and for 1963 shows how the pattern of change since the previous year has developed quarter by quarter. A noticeable feature of each quarter's analysis was the increased rate of stockbuilding in 1963 over the previous year. The total expenditure on stocks in 1963 at £210 million was £125 million more than in 1962, with three industries – chemicals, metal manufacturing and vehicles – each showing increases of over £20 million. Expenditure on tangible fixed assets, on the other hand, has shown little movemen compared with 1962. Companies reporting in July-September 1964 spent £18 million more in 1963 than in 1962 on acquiring subsidiaries, but against this must be set a fall of £4 million in expenditure on trade investments. In total, the £300 million spent by companies in 1963 on acquiring subsidiaries was £4 million less than the amount spent in 1962, while trade investments fell by 47 per cent from £144 million in 1962 (inflated by the ICI purchase of shares in Courtaulds) to £77 million in 1963.

Contracts for capital expenditure not provided for in the accounts fell in the quarters ending December 1963 and March 1964, but rose in the two subsequent quarters and over the year as a whole rose by 4 per cent from £569 million in 1962 to £593 million in 1963. The largest increases, of between £8 million and £14 million were attributable to the chemicals, paper, clothing and shipbuilding industries.

The financing of expenditure

Stockbuilding apart, company expenditure was at a low level in 1963 and this together with the rise of £77 million in company retentions and the increase of £68 million in depreciation and other provisions not only eased demands for outside finance by companies, but also enabled companies to increase their liquid resources, by £92 million, for the first time since 1959. Only £129 million was raised in 1963 by way of loan capital compared with the £294 million raised in 1962; new issues of ordinary shares also fell, from £269 million to £225 million. Bank overdrafts rose by £33 million in 1963.

Notes:

Tables 1-3 present the fourth analysis of accounts for the 'year' 1963 (with comparable figures for 1962) based on accounts received by the Board of Trade up to the end of September 1964.

The figures are not quarterly in the sense of representing experience during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0·5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1960 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property and those operating wholly or mainly overseas are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance

Table A. Spread of accounting dates

	Accounting year ending in month shown	Accounts received by Statistics Division in month shown
1963		
April	54	—
May	29	—
June	157	1
July	68	6
August	44	22
September	207	31
October	58	65
November	34	153
December	682	49
1964		
January	90	119
February	54	70
March	450	161
April	—	235
May	—	276
June	—	164
July	—	303
August	—	93
September	—	179
	1,927	1,927

sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one-quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1962 figures include companies which were independent in that year but which were acquired in 1963 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of twenty-two industry groups will be published in the next issue of the Ministry of Labour's Statistics on Incomes, Prices, Employment and Production.

Table B. Income and finance of quoted companies, 1960–1963

£ million

	Final figures			Accounts received up to Sept. 30, 1964		Accounts for 1963 received				
	1960	1961	1962	1962 (1)	1963 (1)	Up to end of 1963	In 1st qtr. 1964	In 2nd qtr. 1964	In 3rd qtr. 1964	All Accounts (1)
Gross income (2)	2,537	2,478	2,485	2,383	2,698	270	544	1,159	726	2,698
Net assets	13,223	14,221	15,140	14,680	15,668	1,672	3,421	6,435	4,140	15,668
(Number of companies)	(2,241)	(2,173)	(2,095)	(1,987)	(1,927)	(327)	(350)	(675)	(575)	(1,927)
							Change between 1962 and 1963			
Appropriation of gross income:										
Taxation (including prior year adjustments)	878	838	812	771	873	+ 6	+19	+47	+30	+101
Dividends (net) and interest	518	538	569	544	609	+ 4	+15	+26	+20	+65
Company retentions	1,113	1,075	1,075	1,039	1,184	+ 9	+19	+77	+41	+146
Share due to minority interest	29	26	29	28	32	— 1	+ 1	+ 2	+ 2	+ 4
Gross income(2)	2,537	2,478	2,485	2,383	2,698	+18	+54	+152	+92	+316
Sources of funds:										
Company retentions:										
Depreciation and other provisions	538	594	649	628	696	+ 5	+16	+34	+13	+68
Balance retained in reserves	574	482	426	410	488	+ 4	+ 3	+43	+27	+77
Additions to taxation reserves and accruals	152	6	—79	—82	78	+18	+41	+72	+29	+160
Increase in amounts owing to banks	149	175	78	75	108	+11	— 3	— 8	+34	+33
Receipts from new issues (3):										
Ordinary shares	414	491	269	269	225	—11	—55	+25	— 4	—45
Preference shares and long-term loans	54	121	330	321	149	—28	—85	—63	+ 5	—172
Other sources of funds	71	68	79	72	79	+ 9	+ 6	— 9	+ 1	+ 7
Total	1,953	1,936	1,753	1,695	1,823	+ 7	—77	+94	+105	+128
Uses of funds:										
Expenditure on fixed assets:										
Trade investments	76	81	145	144	77	— 3	— 4	—57	— 4	—68
Other fixed assets	1,104	1,331	1,295	1,250	1,218	—16	—31	+22	— 7	—33
Increase in value of stocks	615	300	76	84	210	+ 9	+30	+52	+34	+125
Net increase in trade and other credit (4)	35	37	31	15	24	+13	—41	+30	+ 8	+ 9
Expenditure on acquiring subsidiaries (3)	328	374	306	304	300	—12	—45	+35	+18	— 4
Rise or fall in liquid resources	—103	—111	—34	—34	92	+11	+31	+53	+31	+126
Other uses of funds and adjustments	—103	—75	—67	—69	—97	+ 5	—17	—41	+25	—28
Total	1,953	1,936	1,753	1,695	1,823	+ 7	—77	+94	+105	+128

(1) Figures exclude about 70 companies whose accounts had not been received in time for inclusion in the analysis.
(2) Including prior year adjustments other than tax.
(3) Including the value of shares issued to acquire subsidiary companies.
(4) Including dividend accruals.

Table 1. Quoted companies – appropriation of income

Accounts received between July 1 and September 30, 1964. £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
	1962	1963	1962	1963
Number of companies (a)	608	575	464	437
Trading profit (before depreciation and other provisions)	593,660	684,076	454,034	521,615
Less provision for depreciation	141,082	154,377	110,895	121,333
Less other provisions	5,014	4,979	4,639	4,754
Trading profit	447,564	524,720	338,480	395,528
Plus income from investments	35,371	40,589	24,450	28,808
Plus other income	2,087	— 20	1,938	—94
Less interest on long term liabilities	22,191	25,495	19,174	21,907
Net income (before taxation)	462,831	539,794	345,694	402,335
Less taxation	221,433	249,888	164,150	184,622
Net income (after taxation)	241,398	289,906	181,544	217,713
Plus prior year adjustments:				
Tax	8,596	7,306	6,329	4,920
Other	2,653	922	989	685
Disposable income	252,647	298,134	188,862	223,318
Less dividends (net):				
Ordinary	118,312	134,601	88,865	101,615
Preference, etc.	9,794	9,850	7,460	7,360
Less share due to minority interest	9,566	11,266	7,948	9,293
Balance retained in reserves	114,975	142,417	84,589	105,050

(a) The 1962 figures include companies which were independent in that year but which were acquired in 1963 by another company in the population.

Table 2. Quoted companies – balance sheet summary

Accounts received between July 1 and September 30, 1964. £ thousand

	Manufacturing and Distribution		Manufacturing Industries	
Balance sheet at end of year	1962	1963	1962	1963
Fixed assets:				
Tangible fixed assets, net	1,990,383	2,144,098	1,530,982	1,650,419
Goodwill, etc.	158,799	190,804	121,687	145,394
Trade investments	210,461	238,996	153,853	179,933
Investments in unconsolidated subsidiaries	55,022	63,448	53,114	61,002
Total fixed assets	2,414,665	2,637,346	1,859,636	2,036,748
Current assets:				
Stocks and work-in-progress	1,338,711	1,419,494	1,116,928	1,190,273
Trade debtors	1,139,464	1,281,930	812,686	930,970
Other debtors	8,453	8,678	5,162	5,172
Marketable securities	114,351	105,686	96,934	87,023
Tax reserve certificates	33,850	21,466	29,407	17,007
Cash	163,599	223,243	116,891	154,018
Total current assets	2,798,428	3,060,497	2,177,988	2,384,463
Less current liabilities:				
Bank overdrafts and loans	253,985	300,140	188,160	227,648
Trade creditors	821,976	946,033	593,120	698,301
Other creditors	19,955	27,183	11,503	17,767
Dividends and interest due	88,469	100,124	66,586	76,087
Current taxation	148,044	151,786	104,990	108,126
Provisions	32,614	32,849	27,163	27,924
Total current liabilities	1,365,043	1,558,115	991,522	1,155,853
Net current assets	1,433,385	1,502,382	1,186,466	1,228,610
Total net assets	3,848,050	4,139,728	3,046,102	3,265,358
Less future tax reserves	155,714	178,826	110,900	129,152
Less long term loans	438,042	497,546	384,004	425,217
Less minority interest in subsidiaries	123,791	133,012	93,322	105,372
Shareholders interest in total net assets	3,130,503	3,330,344	2,457,876	2,605,617
Represented by:				
Issued share capital:				
Ordinary shares	1,173,480	1,318,006	955,033	1,076,992
Preference, etc., shares	255,306	257,867	188,830	189,736
Capital and revenue reserves	1,701,717	1,754,471	1,314,013	1,338,889
Contracts for capital expenditure not provided for	125,026	193,713	105,039	129,315
Accumulated depreciation on fixed assets	1,050,734	1,161,960	858,276	948,279

(*Table 3 on next page*)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6).*

Table 3. Quoted companies – sources and uses of capital funds during year.

Accounts received between July 1 and September 30, 1964. £ thousand

	Manufacturing and distribution		Manufacturing industries	
	1962	1963	1962	1963
Sources of funds:				
Receipts from issues of:				
Long-term loans	60,072	63,149	53,042	44,515
Ordinary shares	98,864	94,774	81,470	77,366
Preference, etc., shares	5,453	7,458	4,122	5,172
Total loan and share capital issued	164,389	165,381	138,634	127,053
Increase in amount owing to:				
Banks	11,310	45,089	5,502	39,409
Trade creditors	50,844	117,932	48,359	95,698
Other creditors	887	5,349	1,715	4,438
Addition to accruals:				
Tax	1,466	5,695	939	3,211
Dividends and interest	5,129	12,444	2,881	9,763
Total increase in credit received	69,636	186,509	59,396	152,519
Balance retained in reserves	114,975	142,417	84,589	105,050
Provisions out of income for depreciation, etc.	146,096	159,356	115,554	126,087
Additions to future tax reserves	337	24,664	—2,169	18,784
Total additions to reserves and provisions	261,408	326,437	197,974	249,921
Increase in liability to minority shareholders	2,021	—1,634	2,934	5,086
Surplus on disposal of fixed assets	17,326	18,430	9,928	12,997
Other receipts on capital account	817	4,015	785	3,844
Total of other sources	20,164	20,811	13,647	21,927
Total sources of funds	515,597	699,138	409,651	551,420
Uses of funds:				
Expenditure on:				
Tangible fixed assets	313,430	301,696	244,396	237,240
Goodwill and other intangibles	7,077	11,531	6,032	7,253
Trade investments	24,319	20,093	18,555	18,761
Total expenditure on fixed assets	344,826	333,320	268,983	263,254
Increase in value of:				
Stocks	50,881	84,786	47,247	71,272
Trade debtors	55,289	142,546	38,957	114,502
Other debtors	893	720	1,058	—35
Total increase in stocks and debtors	107,063	228,052	87,262	186,739
Expenditure out of provisions	4,253	4,640	2,850	3,690
Other expenditure on capital account	8,146	8,917	6,408	7,211
Expenditure on acquisition of subsidiaries	105,813	123,647	85,149	102,788
Adjustments due to consolidation	—59,069	—34,393	—46,777	—23,565
Total of other uses	59,143	102,811	47,630	90,124
Total uses of funds	511,032	664,183	403,875	540,117
Balance represented by:				
Increase in holdings of:				
Marketable securities	8,923	7,918	9,965	5,819
Tax reserve certificates	—17,663	—11,945	—17,011	—11,945
Cash	11,995	38,131	11,661	16,671
Residual and other adjustments	1,310	851	1,161	758
Total balancing items	4,565	34,955	5,776	11,303

Census of Production for 1964

THE CENSUS OF PRODUCTION to be taken in 1965 for the year 1964 will be an inquiry on similar lines to the simplified censuses taken in respect of the years 1959 to 1962, but further simplified by the elimination of the question on sales and work done, and by a reduction in the number of businesses required to make returns. Fuller details of this Census were announced earlier this year in the *Board of Trade Journal* on May 1, 1964 (page 959).

An Order prescribing the matters about which returns may be required has now been made by the Board of Trade. Undertakings producing coal, gas, electricity, or crude or refined petroleum are exempted from making Census of Production returns. (The Ministry of Power collects information from these undertakings).

The Order, which operates from December 31, 1964, is the Census of Production (1965) (Returns and Exempted Persons) Order 1964 (S.I. 1964 No. 1713). Copies may be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller price 3d., by post 5½d.

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THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, P.O. Box 569, London, S.E.1:

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Overdrafts of the nationalized industries

THE TOTAL bank overdrafts of the nationalized industries at October 21, 1964, amounted to £90·9 million, of which £78·8 million were from the clearing banks and £12·1 million from the Scottish banks.

Cinema admissions and takings in August

DURING AUGUST, the weekly average of admissions to cinemas in Great Britain was 7.8 million and the weekly average of gross box office takings was £1.25 million. The admissions for July has been amended to 6.3 million.

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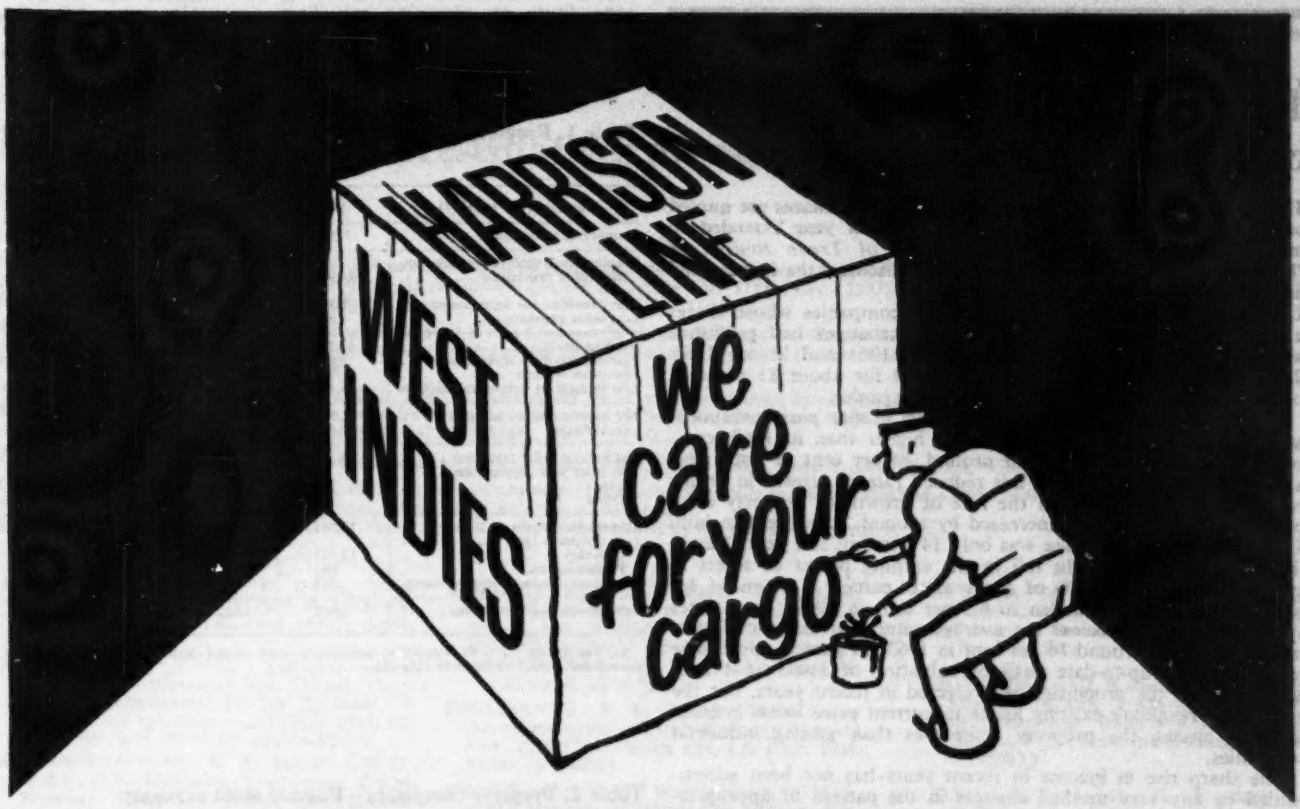

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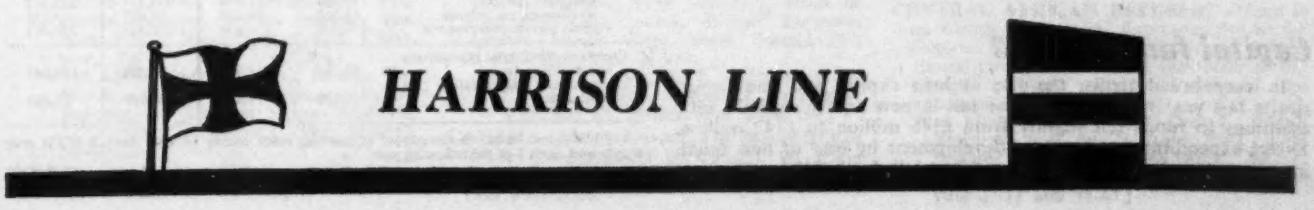


Rate of growth of property companies slows down in 1963

The analysis of the accounts of companies whose shares are quoted on United Kingdom stock exchanges was last year extended to include property companies – see *Board of Trade Journal* of December 20, 1963. The following article discusses the income and finance of property companies in 1963.

UP TO SEPTEMBER 30 last, 110 property companies whose shares are quoted on United Kingdom stock exchanges had published accounts for years ending between April 1963 and March 1964. These companies are estimated to account for about 85 per cent of the activity of all quoted property companies.

Last year their gross income – trading profits *plus* investment and other income – was 12·7 per cent higher than in 1962, compared with annual increases of around 20 per cent in both 1961 and 1962. To a large extent, this reduced rate of growth in profits reflects a slower increase in the rate of growth of property companies: while their assets increased by around 22 per cent in both 1960 and 1961, the increase was only 14 per cent last year. Nevertheless, there was a slight fall in the earning power of assets in 1963; in 1962, each £100 of gross assets earned a return of 6·9 per cent, and this had fallen to 6·7 per cent in 1963. These rates are, of course, well below the average return on assets of industrial companies – around 14 per cent in 1963. In part the difference reflects a more up-to-date basis of valuation of assets; not only have many of the properties been erected in recent years, but the practice of revaluing existing assets to current price levels is more common among the property companies than among industrial companies.

The sharp rise in income in recent years has not been accompanied by any very marked changes in the pattern of appropriations. Only about 10 per cent of gross income is retained by the companies, either as depreciation provisions or in reserves, and the balance is divided in roughly equal proportions between interest payments on loan capital, taxation, and dividends on ordinary shares.

Sharp rise in new loan capital in 1963

Since the property companies retain only a small proportion of their income, they depend for finance to a large extent on either the capital market or the banks. Loans by the latter were reduced sharply in 1961 in response to a request from the Government to limit advances for property development, and the subsequent recovery in 1962 of bank lending as a source of finance went further in 1963 when additions to property companies' borrowing from the banks amounted to £29 million (against £12 million in 1962). Last year also saw a sharp increase in new loan capital – £72 million (against £54 million) – while new issues of ordinary shares, at £26 million, were less than half the 1962 level (£57 million). These changes were sufficient to bring about a marked increase in the 'gearing' of the property companies; the ratio of fixed interest capital to equity capital and reserves rose from 73 per cent in 1962 to 84 per cent in 1963. Loan interest payments amounted to 5·1 per cent of loan capital outstanding at the end of 1962 and 4·7 per cent for 1963, reflecting the downward trend in interest rates; the 'true' average return on loan capital would be rather above these levels, since the new money raised during the year will not have attracted a full year's payment of interest.

Capital funds in 1963

In very broad terms, the rise in loan capital and bank overdrafts last year roughly offset the fall in new equity capital; total additions to funds fell slightly from £148 million to £143 million. Direct expenditure on property development by way of new building or conversion of existing premises fell from £124 million to £111 million. On the other hand, expenditure on buying 'going concerns' rose from £21 million to £33 million. This level of expenditure on acquiring subsidiary companies was above the levels of 1960-1962 and is reflected in the fall in the number of companies whose accounts are analysed from 116 in 1962 to 110 in 1963.

Table 1. Property companies—Appropriation of income

£ thousand

Accounts for 'year' (1)	1961	1962	1962	1963
Number of companies	120	117	116	110
Trading profit (before depreciation and other provisions)	45,915	54,820	49,452	55,758
Less provision for depreciation	1,837	2,170	1,886	2,019
Less other provisions	293	394	394	271
Trading profit	43,785	52,256	47,172	53,468
Plus income from investments	2,879	3,097	2,814	3,417
Plus other income	384	445	242	206
Less interest on long-term liabilities	14,495	18,370	14,953	17,316
Net income (before taxation)	32,553	37,428	35,275	39,775
Less taxation	15,562	17,984	17,272	18,946
Net income (after taxation)	16,991	19,444	18,003	20,829
Plus prior year adjustments:				
Tax	337	694	689	575
Other	63	185	131	—64
Disposable income	17,391	20,323	18,823	21,340
Less dividends (net)				
Ordinary	13,221	15,873	14,627	17,356
Preference, etc.	983	963	975	844
Less share due to minority interest	302	265	179	242
Balance retained in reserves	2,885	3,222	3,042	2,898

(1) The figures relate to companies' accounting years ending between April 6 of the year shown and April 5 of the following year.

Table 2. Property companies—Balance sheet summary

£ thousand

Balance sheet at end of 'year' (1)	1961	1962	1962	1963
Fixed assets:				
Tangible fixed assets, net	661,168	842,154	757,807	890,837
Goodwill, etc.	7,555	7,522	7,192	10,977
Trade investments	23,061	33,612	26,063	24,774
Investments in unconsolidated subsidiaries	10,753	2,477	2,286	9,556
Total fixed assets	703,137	885,765	793,348	936,144
Current assets:				
Stocks and work-in-progress	27,437	36,040	34,375	45,016
Trade debtors	18,567	21,874	19,556	26,950
Other debtors	5,818	8,037	7,620	5,640
Marketable securities	18,641	20,784	20,122	17,610
Tax reserve certificates	748	458	462	436
Cash	9,902	9,990	8,571	10,586
Total current assets	81,113	97,183	90,706	106,238
Less current liabilities:				
Bank overdrafts and loans	50,765	73,032	54,568	84,773
Trade creditors	32,608	33,424	30,336	36,281
Other creditors	6,601	14,595	15,536	11,343
Dividends and interest due	9,632	11,397	10,642	13,421
Current taxation	13,899	16,951	15,590	17,153
Provisions	2,227	2,318	2,306	2,298
Total current liabilities	115,732	151,717	128,978	165,269
Net current assets	—34,619	—54,534	—38,272	—59,031
Total net assets	668,518	831,231	755,076	877,113
Less future tax reserves	4,823	5,658	5,604	6,245
Less long-term loans	290,192	348,622	290,661	368,517
Less minority interest in subsidiaries	5,668	6,559	4,870	3,999
Shareholders interest in total net assets	367,835	470,392	453,941	498,352
Represented by:				
Issued share capital:				
Ordinary shares	173,251	211,355	203,819	233,353
Preference, etc., shares	24,210	24,217	24,697	25,232
Capital and revenue reserves	170,374	234,820	225,425	239,767
Contracts for capital expenditure not provided for	83,777	111,837	93,408	108,665
Accumulated depreciation on fixed assets	10,070	11,861	10,749	11,661

(1) The figures relate to companies' accounting years ending between April 6 of the year shown and April 5 of the following year.

(*Continued on page* 1009)

British commercial representatives overseas

It is strongly recommended that all commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757, Telex – 25977. A great deal of overseas commercial information is on record and can be supplied immediately.

When travelling on business overseas a call on the nearest British Commercial Officer will be of considerable assistance to you, and prior notice of your visit given to the Board of Trade will enable him to prepare in advance the information which you need. The list is not exclusive but gives the names and addresses of full-time representatives in charge of offices.

The Board of Trade publishes a series of booklets 'Hints to Businessmen' for most of the countries listed. Copies may be obtained free of charge by British businessmen who intend visiting any of the countries on export business, on application to the nearest Regional Office, or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146). (Telex 25977).

This list is prepared by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 463).

C.G. = Consulate-General, C = Consulate, and V.C. = Vice-Consulate. Unless otherwise indicated, the telegraphic address of the following posts are:
(i) for Embassies and Legations – 'Prodrome', followed by the relevant town name;
(ii) for Consulates-General, Consulates and Vice-Consulates – 'Britain', followed by the relevant town name.

AFGHANISTAN – Mr. G. F. Rance, Third Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, First Secretary (Commercial) and Consul, Commercial Department, British Embassy, 7, Chemin des Glycines, ALGIERS. (Tel. 65-78-83, 65-72-62, 66-99-08 and 66-99-14)

ARGENTINA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial), British Embassy, Edificio Britanico, Calle Reconquista 314. BUENOS AIRES. (Tel. 49-6681-7, 7 lines.) (Telex BA 350 a/b Prodroba).

AUSTRIA – Mr. E. Sniders, M.B.E., H.M. Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, VIENNA 3. (Tel. 73.15.75/6/7.)
INNSBRUCK (C.) – Erlerstrasse 17/1. (Tel. 28320.)

AUSTRALIA – Mr. F. B. Arnold C.M.G., O.B.E., The Senior British Trade Commissioner in Australia, Commonwealth Avenue, Canberra, A.C.T., Australia. ('Senbricom, Canberra.') (Tel. 7.2211.)
CANBERRA – Mr. H. W. Woodruff, British Trade Commissioner, Commonwealth Avenue, Canberra, A.C.T. ('Senbricom, Canberra.') (Tel. 7.2211.)
SYDNEY – Mr. M. J. Marshall, The Principal British Trade Commissioner, London Assurance House, 20, Bridge Street, Sydney. ('Combritto, Sydney.') (Tel. 27-7521.)
MELBOURNE – Mr. S. C. Stout, The Principal British Trade Commissioner, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.1. ('Combrit, Melbourne') (Tel. 67-7254, 67-8601 (9 lines.))
BRISBANE – Mr. N. A. Pinch, The British Trade Commissioner, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('Combriton, Brisbane.') (Tel: 2-2307.)
PERTH – Mr. B. A. F. Pennock, The British Trade Commissioner, Prudential Building, 189 St. George's Terrace, Perth, Western Australia. ('Britcom, Perth.') (Tel: 21-5128/9.)
ADELAIDE – Mr. L. A. C. Newns, The British Trade Commissioner, F.C.A. Building, 15 Franklin Street, Adelaide. ('Britoncom, Adelaide.') (Tel. 51-4011, 51-4012.)

AZORES (C) – 7, Largo Cinco de Outubro, PONTA DELGADA. (Tel. 617.)

BELGIUM – Mr. J. R. Wraight, C.M.G., H.M. Counsellor (Commercial), British Embassy, 2 rue de Spa, BRUSSELS 4. (Tel. 13.18.50) (Telex 2026-221937 a/b Prodrome Brussels).
ANTWERP (C.G.) – 105 Frankrijklei. (Tel. 32.69.40; 32.88.29.)

BOLIVIA – Mr. A. E. Palmer, Third Secretary (Commercial), British Embassy, Avenida Arce 2732-2754. Casilla 694, LA PAZ. (Tel. 29400 to 29404.)

BRAZIL – Mr. J. H. Wardle-Smith, C.M.G., H.M. Minister (Commercial), British Embassy, Caixa Postal 669-ZC-00 (for mail); Praia do Flamengo 284-2° Andar (for visitors), RIO DE JANEIRO. (Tel. 25-7252.) (Telex 337 a/b Prodrome Rio).
SAO PAULO (C.G.) – Mr. J. R. Cotton, C.M.G., O.B.E., H.M. Consul-General, British Consulate-General, Caixa Postal 846 (for mail); Rue Conselheiro Crispiniano, 72-4 (4° Andar) (for visitors), SAO PAULO. (Tel. 35-4131.)

BRITISH GUIANA – Mr. A. S. Payne, The Assistant British Trade Commissioner, 44 Main Street, P.O. Box 625, GEORGETOWN. (Tel. 2881/2/3).

BULGARIA – Mr. C. L. Nash, Second Secretary (Commercial) and Vice-Consul, British Embassy, Boulevard Marshal Tolbukhin 65, SOFIA. (Tel. 85361 and 85362.)

BURMA – Mr. A. R. K. Mackenzie, H.M. Counsellor (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

BURUNDI – Mr. J. S. Bennett, C.V.O., C.B.E., H.M. Ambassador, British Embassy, Boite Postale 1750. BUJUMBURA. (Tel. Bujumbura 2105.)

CAMBODIA – British Embassy, PHNOM PENH.
[All commercial enquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

CAMEROON, FEDERAL REPUBLIC OF – Mr. N. Morton, First Secretary, Head of Chancery and Consul, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDE. (Tel. 31-92.)
BUEA (C) – Mr. J. J. Balmain, H.M. Consul, British Consulate, 'Castella', P.O. Box 68, BUEA. (Tel. Buea 119.)

CANADA – Mr. A. Currall, The Senior British Trade Commissioner in Canada, 80 Elgin Street, Ottawa 4, Ontario. ('Sencom, Ottawa.') (Tel. 237-1530).
OTTAWA – Mr. S. Stewart, M.C., British Trade Commissioner, 80 Elgin Street, Ottawa 4, Ontario. ('Sencom, Ottawa.') (Tel. 237-1530).
MONTREAL – Mr. A. Heckle, C.M.G., The Principal British Trade Commissioner, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Britcom, Montreal.') (Tel. 866-5863.)
TORONTO – Mr. G. H. S. Jackson, C.M.G., The Principal British Trade Commissioner, 200 University Avenue, Toronto 1, Ont. ('Toroncom, Toronto.') (Tel. 362-1223.)
VANCOUVER – Mr. N. S. Belam, The Principal British Trade Commissioner, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vaucouver.') (Tel. 681-8381.)
WINNIPEG – Mr. G. H. Husted, The British Trade Commissioner, 4th Floor, 333 Broadway Avenue, Winnipeg, 1. Man. ('Wincom, Winnipeg.') Tel. 942-3153).
EDMONTON – Mr. W. C. Hodgkins, The Assistant British Trade Commissioner, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmonton.') (Tel. 424-0481).
REGINA – Mr. D. Montgomery, Office of British Trade Commissioner, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina. ('Regcom, Regina.') (Tel. 517-6459 and 527-6350.)
ATLANTIC PROVINCES – Mr. G. R. Latham, The British Trade Commissioner for the Atlantic Provinces, 5425 Spring Garden Road, Halifax Novia Scotia ('Halicom, Halifax') (Tel. 422-7488-9).

CENTRAL AFRICAN REPUBLIC – There is no British Commercial Representative in the Central African Republic. Enquiries (which should clearly indicate that they refer to the Central African Republic) should be addressed to:–
The First Secretary and Consul, British Embassy, Ave du 28 Aout 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

CEYLON – Mr. J. F. Saunders, M.B.E., The Principal British Trade Commissioner in Ceylon, P.O. Box 745, 2nd Floor, Hongkong Bank Building, COLOMBO 1. ('Tradcom, Colombo.') (Tel. 7298/9.)

CHAD – There is no British Commercial Representative in Chad. Enquiries (which should clearly indicate that they refer to Chad) should be addressed to:–
The First Secretary and Consul, British Embassy, Ave 28 Aout 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

CHILE – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail); Bandera 227 (for visitors); SANTIAGO. (Tel. 61151-5.)

CHINA – Mr. L. S. Ross, First Secretary (Commercial), Office of the British Charge d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 5-3931/5.)
SHANGHAI – Mr. D. G. F. Brookfield, First Secretary, The Office of the Counsellor of the British Charge d'Affaires, 33, Chung Shan Lu, E.1, Shanghai. ('Prodrome, Shanghai.') (Tel. 211489.)

COLOMBIA – Mr. M. K. O. Simpson-Orlebar, First Secretary (Commercial) and Consul, British Embassy, Carrera 8, No. 15-46, BOGOTA. (Tel. 411051 and 433203.)

CONGO, DEMOCRATIC REPUBLIC OF (FORMERLY BELGIAN CONGO) – Mr. H. C. White, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049. LEOPOLDVILLE. (Tel. 3484/5/6/7.)
ELIZABETHVILLE (C) – British Consulate, Boulevard Elizabeth 727, P.O. Box 973. (Tel. 2434.) (Telex 49 a/b Britain EVL).

CONGO REPUBLIC (FORMERLY FRENCH CONGO) – Mr. T. Empson, First Secretary and Consul, British Embassy, Ave du 28 Aout 1940, Boite Postale 178, 'Central Post Office' BRAZZAVILLE. (Tel. Brazzaville 27-11 and 31-47.)

COSTA RICA – Mr. L. J. Dawson, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 5286.)

CUBA – Mr. J. A. Thompson, First Secretary (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, 9° Piso, Capdevila 101-103 (for visitors); HAVANA. (Tel. 61-5681/4.)

CYPRUS – Mr. J. L. Beaven, The British Trade Commissioner, P.O. Box 1978, Alexander Pallis Street, NICOSIA. ('Tradcom, Nicosia'). (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. M. R. Melhuish, First Secretary (Commercial) and Consul, British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/8/9, 533340.)

DAHOMEY, REPUBLIC OF – There is no British Commercial Representative in Dahomey. Enquiries (which should clearly indicate that they refer to Dahomey) should be addressed to:–
The Second Secretary (Commercial), British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 66-15 and 66-16.)

DENMARK – Mr. P. D. Stobart, M.B.E., H.M. Counsellor (Commercial), British Embassy, 40 Kastelsvej, COPENHAGEN Ø. (Tel. Tria 6360.)

DOMINICAN REPUBLIC – Mr. S. F. Campbell, First Secretary and Consul, British Embassy, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128 and 2-3129). (Telex 3460075 a/b Prodrome).

ECUADOR – Mr. P. E. L. Jackson, Third Secretary (Commercial) and Vice-Consul, British Embassy, Gonzalez Suarez 111, QUITO. (For correspondence: Casilla 314). (For visitors: opposite Hotel Quito). (Tel. 30070/1/2/3/4.)
GUAYAQUIL (C). – Edificio 'La Nacional' (2do Piso), V. M. Rendón 120, GUAYAQUIL. (For correspondence: Casilla 'K', Guayaquil). (Tel. 15-392 & 15-243).

EGYPT (UNITED ARAB REPUBLIC) – Mr. R. A. Daniell, O.B.E., H.M. Counsellor (Commercial), British Embassy, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)
ALEXANDRIA (C.G.) – Mr. J. W. Wall, C.M.G., H.M. Consul-General, British Consulate-General, Rue Iskander el-Akbar No. 3, (Tel. 21246, 21247, 21248.)

EL SALVADOR – Mr. D. W. M. Pierotti, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion), Colonia Duenas, SAN SALVADOR. (Tel. 2667.) (For correspondence: Embajada Britanica, Apartado 601, San Salvador, El Salvador.)

ETHIOPIA – Mr. N. G. S. Beckett, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912 or 13050/7.)
ERITREA (C.) – Mr. J. Bromley, H.M. Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie, 1, P.O. Box 254, ASMARA. (Tel. 846-7.)

FINLAND – Mr. J. McKenzie M.B.E., Ph D., Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI. (Tel. 12574-32826.)

FORMOSA – Mr. J. B. Weymes, H.M. Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)
TAIPEI (C) – H.M. Consul, British Consulate, 289 Chung An West Road, TAIPEI. (Tel. 42040.)

FRANCE – Mr. F. C. Everson, C. M. G., H. M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honore, PARIS 8e. (Tel. Anjou 2710-2714; 0620-0624). (Telex 2022-20931 a/b Prodrome Paris). Commercial enquiries for the Paris Consular districts should be addressed to H.M. Counsellor (Commercial), Commercial Department, British Embassy, Paris. Commercial enquiries for other Consular districts should be addressed as follows:–
BORDEAUX (C) – 15 Cours de Verdun. (Tel. 52-28-35, 52-28-36).
CALAIS (V. C.) – 9-11 Rue Felix Cadras. (Tel. 34.45.48).
LE HAVRE (C) – 9 Quai George V. (Tel. 42.27.47).
LILLE (C) – 29 Rue Esquermoise, Boite Postale No. 16 (Bourse). (Tel. 57.01.77).
LYONS (C. G.) – 24 Rue Childebert, Lyons (2e). (Tel. 37.59.67 (2 lines)).
MARSEILLES (C. G.) – 1 Rue d'Arcole. (Tel. Dragon 37.41.85/37.41.86/37.05.15).
STRASBOURG (C. G.) – 10 Rue du General Castelnau, B.P. 42. (Tel. 36.64.91). (Telex 2022-87995 a/b Bristra, Strbg).

GABON – There is no British Commercial Representative in Gabon. Enquiries (which should clearly indicate that they refer to Gabon) should be addressed to:–
The First Secretary and Consul, British Embassy, Ave du 28 Aout 1940, Boite Postale 178, 'Central Post Office', BRAZZAVILLE, Congo Republic. (Tel. Brazzaville 27-11 and 31-47.)

GERMANY – Mr. E. Melville, C.M.G., H.M. Minister (Economic), British Embassy, 77 Friedrich-Ebert Allee, BONN (53). (Tel. Bonn 222021.)
BERLIN (C.G.) – Uhlandstrasse 7-8, Charlottenburg 2, Berlin 12, (Tel. 935293-6.)
DUSSELDORF (C.G.) – Cecilienallee 16. (Tel. 434281-5.) (Telex 8-584855 a/b Combrit.)
FRANKFURT (C.G.) – Zeppelinallee 47. (Tel. 773251-55.)
HAMBURG (C.G.) – Harvestehuderweg 8a. (Tel. 451351.)
HANOVER (C.G.) – Aegidientorplatz 1 (First Floor), (Tel. 26451.)
MUNICH (C.G.) – Akademiestrasse 7-9. (Tel. 338245/6/7.)
STUTTGART (C.G.) – Konigstrasse 45, (Tel. 293216/7, 293566.)

GHANA – Mr. S. J. Gross, The Principal British Trade Commissioner in Ghana, Barclays Bank Building, High Street, ACCRA, (Postal address: P.O. Box 2649, Accra.) ('Tradcom, Accra.') (Tel. 64651.) (The P.O. Box number must be used for all correspondence.)

GREECE – Mr. J. C. Petersen, M.C., H.M. Counsellor (Commercial) British Embassy, Gennadiou 4, ATHENS, 140. (Tel. 710621/2/3.)
PIRAEUS (V.C.) – 24 Akti Possidonos. (Tel. 41-345.)
SALONIKA (C.G.) – P.O. Box 332. 11 King Constantine Avenue. (Tel. 77-982 and 78006.)

GUATEMALA – Mr. J. D. Atkinson, M.B.E., H.M. Consul, British Consulate, 11 Calle No 3-27, P.O. Box 8, GUATEMALA CITY (Tel. 24-6-04, 27-3-05 & 21-4-63.)

GUINEA – Mr. P. F. Parfitt, Third Secretary (Commercial), British Embassy, 2eme Avenue (au 3eme Boulevard), Boite Postale 104, CONAKRY. (Tel. 28-26.)

HAITI – Mr. A.G. Elgar, H.M. Charge d'Affaires ad int., First Secretary and H.M. Consul, British Embassy, Avenue Christophe Rue Marcelin, P.O. Box 1302, PORT-AU-PRINCE. (Tel. 3488.)

HONDURAS, REPUBLIC OF – Mr. R. F. C. Hall, First Secretary and Consul, British Embassy, P.O. Box 290, 'Villa Lourdes', Avenida La Paz, TEGUCIGALPA. (Tel 2-0479).

HONG KONG – Mr. G. W. Marshall, M.B.E. B.E.M., The British Trade Commissioner, P.O. Box 528, 7th Floor, Shell House, Queen's Road Central, HONG KONG ('Uktrade, Hong Kong.') (Tel. 230176 (3 lines)).

HUNGARY – Mr. F. E. B. Ide, First Secretary (Commercial), British Embassy, 6 Harmincad Utca, BUDAPEST V. (Tel. 182-880).

ICELAND – Mr. A. F. Comfort, First Secretary and Consul, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883-4.)

INDIA – Mr. E. A. Midgley, M.B.E., The Senior British Trade Commissioner in India, Chanakyapuri, New Delhi 21. ('Tradcom, New Delhi'.) (Tel. New Delhi 70371).
DELHI – Mr. R. Fell, The British Trade Commissioner, Chanakyapuri, New Delhi 21. ('Tradcom, New Delhi'.) (Tel. New Delhi 70371).
CALCUTTA – Mr. J. N. McKelvie, The Principal British Trade Commissioner, P.O. Box 9077, 1 Harington Street, Calcutta, 16. ('Tradcom, Calcutta.') (Tel. 44-5171.)
BOMBAY – Mr. A. Wooller, The Principal British Trade Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. ('Tradcom, Bombay.') (Tel. 255391-6.)

MADRAS – Mr. H. F. Codling, The British Trade Commissioner, P.O. Box 1575, 6 Armenian Street, Madras, 1. ('Britracom, Madras.') (Tel. 23941.)

INDONESIA – Mr. J. D. Lewis, First Secretary (Commercial), British Embassy, DJAKARTA.
MEDAN (C.) – No. 18 Djalan Djakarta, P.O. Box No. 163. (Tel. 2050.)
SURABAYA (C.) – H. M. Consul, British Consulate, Maclaine Watson Building, Djaran, Djerbatan, Merah, 15.
[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

IRAN – Mr. P. Wilkinson, Counsellor (Economic Commercial), British Embassy, Avenue Firdausi, TEHERAN. (Tel. 45011 to 45014 and 45017.)
KHORRAMSHAHR (C.) – Mr. H. F. Bartlett, O.B.E., H.M. Consul, Avenue Pahlavi, Khorramshahr. Tel. Khorramshahr 3144, 2873.)

IRAQ – Mr. A. K. Rothnie, H.M. Counsellor (Commercial), British Embassy, Sharia Salah Ud-Din, Karkh, BAGHDAD. (Tel. 32121.)
BASRA (C.G.) – River Front, Ashar, P.O. Box 6, Basra. (Tel. 4251-1-3).

IRISH REPUBLIC – Mr. G. L. Pearson, M.C., British Trade Commissioner, 30 Merrion Square, DUBLIN, 2. ('Dubcom, Dublin.') (Tel. Dublin 65678/9.)

ISRAEL – Mr. C. R. E. Brooke, First Secretary (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 220157/8/9.)
HAIFA (C.G.) – 5 St. Luke's Street, P.O. Box 1898. (Tel. 52226-8.)

ITALY – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551-6.)
MILAN (C. G.) – Mr. W. N. R. Maxwell, H.M. Consul (Commercial), British Consulate-General, Via Gabba la. (Tel. 862.486). (Telex 2023-31528 a/b Britain).
BARI (C) – Corso Vittoria Emanuele 143. (Tel. 211504.)
FLORENCE (C.) – Palazzo Castelbarco, 2 Lungarno Corsini. (Tel. 272594.)
GENOA (C.G.) – Via Fieschi 8-12. (Tel. 564.833-5.)
MESSINA (V.C.) – Palazzo I.N.A., Via 1 Septembre 54. (Tel. 210135).
NAPLES (C.G.) – Via Chiatamoe 57. (Tel. 393854 and 393885.)
PALERMO (C.) – Palazzo Vassallo, Via Marchese di Villabianca. (Tel. 253364-6.)
TURIN (C.) – Via Bogino 31. (Tel. 546908.)
VENICE (C.) – P.O. Box No. 469, Accademia 1051, Dorsoduro. (Tel. 27408).

IVORY COAST – Mr. D. M. Edwards, D.S.C., Second Secretary (Commercial), British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN. Postal address: Boite Postale 2581, Abidjan. (Tel. 66-15 and 66-16.)

JAMAICA – Mr. M. E. Browne, The Principal British Trade Commissioner in Jamaica, P.O. Box 393, Barclay's Bank Building, King Street, Kingston, JAMAICA. ('Britcom, Kingston.') (Tel. Kingston 22461/3.)

JAPAN – Mr. C. G. Harris, C.M.G., H.M. Counsellor (Commercial), British Embassy, 1 Ichibancho, Chiyoda-ku, TOKYO. (Tel. 331-555-1.)
OSAKA – Mr. M. D. W. McCann M.B.E., H.M. Consul (Commercial), British Consulate-General, Hongkong Bank Building, 45, 4-chome, Awaji-cho, Higashi-ku. (Tel. 231-3355/7.)

JERUSALEM
ISRAELI SECTOR – Mr. C. R. E. Brooke, First Secretary (Commercial), British Embassy. 192 Hayarkon Street, TEL AVIV. (Tel. 220157-9.)
JORDANIAN SECTOR – Mr. J. A. Edmunds, Second Secretary (Commercial), British Embassy, P.O. Box 87, AMMAN. (Tel. 41261/6.)

JORDAN, HASHEMITE KINGDOM OF – Mr. J. A. Edmunds, Second Secretary (Commercial), British Embassy, Third Circle. Jebel Amman. P.O. Box 87, AMMAN. (Tel. 41261/6.)

KENYA – Mr. L. Bevan, The Principal British Trade Commissioner in Kenya, P.O. Box 30133, First Floor, Cotts House, Wabera Street, NAIROBI, Kenya. (Britishers, Nairobi') (Tel. 25808/9.)

KOREA – Mr. G. T. P. Marshall, Second Secretary (Commercial), British Embassy, No. 4 Chong Dong, Sodaimoon-Ku, SEOUL. (Tel. 20041, 20042).

KUWAIT – Mr. W. F. Marshall, First Secretary (Commercial), British Embassy, Burgan House, Jahra Gate, P.O. Box No. 300, KUWAIT. ('Prodrome, Kuwait.') (Tel. 39221.)

LAOS – Mr. H. Docherty, First Secretary (Commercial), British Embassy, Route Phong Xay, P.O. Box 224, VIENTIANE.

LEBANON – Mr. M. B. Eaden, First Secretary (Commercial), British Embassy, Corniche du Phare, BEIRUT. (Tel. Beirut 221550-3.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point,' MONROVIA. (Tel. 464.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. D. R. Collard, First Secretary (Commercial), British Embassy in Libya, 30, Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: British Forces Post Office No 57). (Tel. 31191.) For CYRENAICA only: Mr. J. D. Garner, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-17, BENGHAZI. (For correspondence: British Forces Post Office No. 55). (Tel. 2118/2119/2120.)

LIECHTENSTEIN – H.M. Consul-General, ZURICH (for routine commercial inquiries covering Liechtenstein); H.M. Counsellor (Commercial), British Embassy, BERNE (for other inquiries).

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., H.M. Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt, LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux).

MACAO – Mr. E. Haworth, H.M. Consul, British Consulate, 7/9, Calcado do Gaio, P.O. Box 44, MACAO. (Tel. 3913.)

MADEIRA – (C.) – 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 1221.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, Immeuble Allain, Rue Choiseul Parc Ambohijatovo, Boite Postale 167, TANANARIVE. ('Prodrome, Tananarive.') (Tel. 06-50.)

MALAWI – Mr. C. R. Reynolds, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. (Tel. 8456).

MALAYSIA – Mr. J. R. Cross, The Senior British Trade Commissioner in Malaysia, P.O. Box 577, 9th Floor, Police Co-operative Building, 1 Jalan Suleiman, KUALA LUMPUR. ('Uktradcom, Kuala Lumpur.') (Tel. 81901, six lines.)
KUALA LUMPUR – Mr. R. L. Sutton, British Trade Commissioner, P.O. Box 577, 9th Floor, Police Co-operative Building, 1 Jalan Suleiman, Kuala Lumpur. ('Uktradcom, Kuala Lumpur.') (Tel. 81901, six lines.)
SINGAPORE – Mr. L. F. Hope, The British Trade Commissioner, P.O. Box 620, 5th Floor, Union Building, Singapore. ('Britradcom, Singapore.') (Tel. 95016 and 95017.)
JESSELTON – Mr. H. O'Brien, British Trade Commissioner, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Jesselton, Sabah ('Britradcom, Jesselton.') (Tel. 4233-4378 & 4424.)

MALI – Mr. A. E. Farrell, Second Secretary and Vice-Consul, British Embassy, Rue Guegnan, BAMAKO, Postal address: Ambassade de Grande Bretagne, Boite Postale 110, Bamako. (Tel. 23.56 and 33.56.)

MARTINIQUE (C.) – Mr. L. Devaux, H.M. Consul, British Consulate, P.O. Box 465, 52 Rue Perrinon, Fort-de-France. (Tel. Martinique 3813.)

MAURITANIA, ISLAMIC REPUBLIC OF – There is no British Commercial Representative in Mauritania. Enquiries (which should clearly indicate that they refer to Mauritania) should be referred to:—
The Second Secretary (Commercial), British Embassy, Rue du Docteur Guillet, B.P. 6025, DAKAR, Republic of Senegal. (Tel. 22383). (Telex 548 a/b Prodrome Dakar.)

MEXICO – Mr. D. H. T. Hildyard, D.F.C., H.M. Counsellor (Commercial), British Embassy (Commercial Department), Lerma 71, Colonia Cuauhtemoc, MEXICO CITY 5, D.F., P.O. Box 96 Bis. ('Prodrome, Mexico City.') (Tel. 11.48.80-85.) (Telex 017894 a/b Prodrome Mex.)

MOROCCO:
RABAT – Mr. R. G. Giddens, First Secretary (Commercial), British Embassy, 6 Avenue de Fez, Boite Postale 45, RABAT. (Tel. 20905/6.) (Telex no. 31022 a/b Prodrome.)
CASABLANCA (C.G.) – Mr. P. M. Johnston, C.B.E., H.M. Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762. (Tel. 614.40 and 614.41.)
TANGIER (C.G.) – Mr. J. G. W. Ramage, H.M. Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre. (Tel. 15895-7.)

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU.

NETHERLANDS – Mr. J. A. Turpin, H.M. Counsellor (Commercial), British Embassy, Commercial Department, Lange Voorhout 32, The Hague (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome).
AMSTERDAM (C.G.) – Herengracht 460. (Tel. 23 32 29 & 23 34 90.)
ROTTERDAM (C.G.)– Parklaan 18. (Tel. 131555 and 138762.)

NETHERLANDS ANTILLES – Mr. E. P. Wise, O.B.E., H.M. Consul, British Consulate, P.O. Box 504, Kerkstraat 8, Willemstad, CURAÇAO. (Tel. 12202 and 11090.)

NEW ZEALAND – Mr. J. L. Reading, C.M.G., The Senior British Trade Commissioner in New Zealand, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('Wellingcom, Wellington.') (Tel. 46-060.)

WELLINGTON – Mr. E. J. Lindley, British Trade Commissioner, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('Wellingcom, Wellington.') (Tel. 46-060.)

AUCKLAND – Mr. J. D. Leithead, The British Trade Commissioner, P.O. Box 1476, 56-58 Shortland Street, Auckland, C.1. ('Tradcom, Auckland.') (Tel. 43-473.)

CHRISTCHURCH – Mr. A. Vine, The British Trade Commissioner, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-822.)

NICARAGUA – Mr. W. H. J. Chippendale, First Secretary and Consul, British Embassy, Bank of London and Montreal, Avenida Roosevelt, 208 MANAGUA. (Tel. 5301.2.) (For letters: Apartado 13, Managua, Nicaragua.)

NIGER, REPUBLIC OF – There is no British Commercial Representative in Niger. Enquiries (which should clearly indicate that they refer to Niger) should be addressed to:—

The Second Secretary (Commercial), British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 66-15 and 66-16.)

NIGERIA – Mr. C. E. Dymond, The Senior British Trade Commissioner in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O. Lagos, Nigeria) ('Tradcom, Lagos.') (Tel. 26441.)

LAGOS – Mr. J. S. Sadler, British Trade Commissioner, Kajola House, 62-64, Campbell Street, Lagos (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) ('Tradcom, Lagos.') (Tel. 26441.)

ENUGU – Mr. A. Dow, The Assistant British Trade Commissioner, P.O. Box 324, Garden Avenue, Enugu. ('Tradcom, Enugu.') (Tel. Enugu 3216.)

IBADAN – Mr. G. R. Webb, The Assistant British Trade Commissioner, Finance Corporation Building, Lebanon Street, Ibadan. (Postal address: Private Mail Bag 5010, Ibadan, Western Nigeria). ('Tradcom, Ibadan.') (Tel. 21551).

KADUNA – Mr. G. J. Swaffield, The British Trade Commissioner, Private Mail Bag 2078, Ahmadu Bello Way. (ex. Prince Edward's Way), Kaduna. ('Tradcom, Kaduna.') (Tel. 2046-7.)

NORWAY – Mr. P. J. E. Male, M.C., H.M. Counsellor (Commercial), Commercial Department, British Embassy, Drammensveien 4, OSLO. (Tel. 41 02 40.) (Telex 1575 a/b Prodoslo 0.)

BERGEN (C.) – Slottsgaten 1. (Tel. 10990.)

PAKISTAN – Mr. R. W. B. Carter, C.M.G., The Senior British Trade Commissioner in Pakistan, 1st Floor, Finlay House, McLeod Road, Karachi. ('Tradcom, Karachi.') (Tel. 34041/2/3.)

KARACHI – Mr. S. N. Burbridge, British Trade Commissioner, 1st. Floor, Finlay House, McLeod Road, Karachi. ('Tradcom, Karachi.') (Tel. 34041-4.)

LAHORE – Mr. J. Stafford, The British Trade Commissioner, P.O. Box 287, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. ('Tradcom Lahore.') (Tel. 62266 (2lines).)

DACCA – Mr. W. J. Cheesman, The Principal British Trade Commissioner, Adamjee Court, Motijheel, P.O. Box 90, Ramna, Dacca, East Pakistan. ('Britradcom, Dacca.') (Tel. 4216-8.)

CHITTAGONG – Mr. K. W. Chesterman, The British Trade Commissioner, P.O. Box 19, Chamber of Commerce Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Britradcom, Chittagong.') (Tel. 5971 and 5972.)

PANAMA – Mr. H. Carr, First Secretary and Consul, British Embassy, Via Espana 120, P.O. Box 889, PANAMA CITY. (Tel. 30453.) Also Box B, Balboa, Canal Zone.

COLON (C) – P.O. Box 1108, Cristobal, Canal Zone. (Tel. 7-3075.) Also Box 448, Colon, R.P.

PARAGUAY – Mr. S. Stephenson, First Secretary (Commercial) and Consul, British Embassy, Casilla de Correo 404 (for correspondence). 25 de Mayo 171 (for visitors); ASUNCION. (Tel. 9146.)

PERSIAN GULF SHAIKDOMS:

BAHRAIN, QATAR, TRUCIAL STATES, MUSCAT & OMAN generally: Mr. J. R. Rich, First Secretary (Economic), H.M. Political Residency, P.O. Box No. 3, Bahrain. ('Prodrome, Bahrain.') (Tel. Manama (Bahrain) 811428.)

BAHRAIN (only) – Commercial Officer H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, Manama, P.O. Box No. 114, Bahrain. ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.)

QATAR – Commercial Officer, H.M. Political Agency, P.O. Box 3, Doha. ('Political, Qatar.') (Tel. 2637, 3272 and 3273.)

TRUCIAL STATES (except Abu Dhabi) – Commercial Officer, H.M. Political Agency, Dubai. ('Political, Dubai.') (Tel. 4225.)

ABU DHABI – Commercial Officer, H.M. Political Agency, Abu Dhabi.

MUSCAT & OMAN – H.M. Consul-General, Muscat. ('Britain, Muscat.') (Tel. Muscat 271.)

PERU – Mr. A. H. Spire, First Secretary (Commercial), British Embassy, P.O. Box 854 (for mail); 5th Floor, Edificio Republica, Paseo de la Republica 111 (for visitors); LIMA. (Tel. 83830.) (Telex WLA 5230 a/b Prodrome Lima).

PHILIPPINES REPUBLIC – Mr. E. C. Kitson, First Secretary (Commercial), British Embassy, P.O. Box 295, 8th Floor, L. & S. Building, 1414 Dewey Boulevard, MANILA. (Tel. 5-24-61.) (Telex MN 3282 a/b Prodrome MN 3282).

POLAND – Mr. R. M. John, First Secretary (Commercial), British Embassy, Aleja Roz 1, WARSAW. (Tel. 281001-5.)

PORTUGAL – Mr. M. Gale, C.B.E., H.M. Counsellor (Commercial), British Embassy, Rua de S. Domingos a Lapa, 35-39, LISBON 3. (Tel. 661191-661195.)

OPORTO – Mr. B. C. MacDermot, M.V.O., H.M. Consul-General, Palacio Atlantico, 7th Floor, Praca D. Joao 1. (Tel. 22442/3.)

PORTUGUESE EAST AFRICA – Mr. B. H. Heddy, H.M. Consul-General, British Consulate-General, 62 Avenida Augusto do Castilho (P.O. Box 55.) LOURENCO MARQUES, Moçambique. (Tel. 6011/2.)

BEIRA (V.C.) – Casa Infante de Sagres, P.O. Box 11, (Tel. 2032.)

PORTUGUESE GUINEA – Mr. M. Gale, C.B.E., H.M. Counsellor (Commercial British Embassy, Lisbon.

[Has overall responsibility but all commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

PORTUGUESE WEST AFRICA – Mr. C. C. B. Stewart, C.M.G., H.M. Consul-General, British Consulate-General, Rua Diego Cao No. 4, Caixa Postal No. 1244, Luanda, Angola. (Tel. 2487.)

SOUTHERN RHODESIA – Mr. G. W. Brazendale, C.M.G., The Principal British Trade Commissioner, P.O. Box 984, R.T.A. House, Baker Avenue, SALISBURY. ('Tradcom, Salisbury.') (Tel. 28381/2.)

RUMANIA – Mr. H. A. J. Griffiths, First Secretary (Commercial) British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11:16:35/6.)

RWANDA – There is no British Commercial Representative in Rwanda. Enquiries (which should clearly indicate that they refer to Rwanda) should be addressed to:—

H.M. Ambassador, British Embassy, Boite Postale 1750, BUJUMBURA, Burundi. (Tel. Bujumbura 2105.)

SAUDI ARABIA – Mr. D. A. Hamley, First Secretary (Commercial), British Embassy, JEDDA.

SENEGAL – Mr. L. W. James, Second Secretary (Commercial), British Embassy, Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 548 a/b Prodrome Dakar).

SIERRA LEONE – Mr. W. B. J. Dobbs, Second Secretary (Commercial), Office of the British High Commissioner, Private Mail Bag c/o G.P.O Freetown. (For visitors) B.W.A. Building, Oxford Street, FREETOWN. (UKREP, Freetown.) (Tel. 3961/3966, six lines.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Commercial), British Embassy, 6, Hill Street, Pretoria. (Prodrome, Pretoria.) (Tel. 74-3121.) (Telex PX 1 a/b Prodrome.)

PRETORIA – Mr. P. S. Ziegler, First Secretary (Commercial), British Embassy, 6 Hill Street, Pretoria. (Prodrome, Pretoria.) (Tel. 74-3121.) (Telex PX 1 a/b Prodrome.)

CAPE TOWN (C.G.) – Mr. F. S. Fielding, H.M. Consul (Commercial), 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 1346, Cape Town. (Britain, Cape Town.) (Tel. 41-1466.) (Telex CX 7447 a/b Proct.)

JOHANNESBURG (C.G.) – Mr. J. T. Hyslop, H.M. Consul (Commercial), 8th Floor, B.P. Centre, corner Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. (Britconsul, Johannesburg.) (Tel. 834-6411.) (Telex J.7115 a/b Britform.)

DURBAN (C.G.) – The Consul (Commercial), Barclays Bank Building, Field Street, Durban. (Britain, Durban.) (Tel. 313131 (five lines.) (Telex 319D a/b Britain.)

PORT ELIZABETH (C.) – Mr. J. Isherwood, M.B.E., H.M. Consul, The Standard Bank Building, 7th Floor, 22-24 Main Street, P.O. Box 917, Port Elizabeth. (Britain, Port Elizabeth.) (Tel. 2-9549.)

SOVIET UNION – Mr. D. L. L. Stewart, Counsellor (Commercial), British Embassy. All correspondence should be addressed to him at Morisa Toreza Naberezhnaya 14, Moscow 72. Mr. Stewart receives all visitors at his offices Kutuzovsky Prospekt 15, MOSCOW G-248. (Tel. 41-10-33 and 41-10-34.)

SPAIN – Mr. D. I. Dunnett, O.B.E., H.M. Counsellor (Commercial), British Embassy, Orfila 5, MADRID, 4. (Tel. 219 02 00 and 219 02 04.) (Telex 7656 a/b Prodrome Madrid).

BARCELONA (C.G.) – Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)

BILBAO (C.) – 30 Gran Via. (Tel. 214780 and 214789.)

SEVILLE (C.G.) – Federico Rubio No. 12, (Tel. 28873-5.)

VALENCIA (C.) – Calle Cronista Carreres 1, 4a. (Tel. 21 12-75.)

VIGO (C.) – Plaza de Compostela No. 23, 6th Floor, P.O. Box 49. (Tel. 11450.)

PALMA DE MALLORCA (C.) – Jose Tous Ferrer 28, Palma de Mallorca. (Tel. 12085, 1.24.45.)

LAS PALMAS (C.) – Muelle de Sta. Catalina, Puerto de la Luz, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 1772).

SANTA CRUZ (C.) – Apartado 109, La Marina 7, Santa Cruz, Teneriffe, Canary Islands. (Tel. 2000.)

SUDAN – Mr. R. W. Munro, H.M. Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Bardaman Avenue, KHARTOUM. (Prodrome, Khartoum.) (Tel. 70766-70769.)

SWEDEN – Mr. I. C. Mackenzie, C.B.E., H.M. Counsellor (Commercial), British Embassy, Strandvagen 82, STOCKHOLM. (Tel. 67.01.40.)

GOTHENBURG (C.G.) – Ostra Larmgatan 16. (Tel. 13.62.81.)

MALMO (C.) – Commercial Section, British Consulate, Stortorget 29, Malmo C. (Tel. 26625.)

SWITZERLAND – Mr. F. G. K. Gallagher, C.M.G., H.M. Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. 44.50.21.) (Telex 2052-32687 a/b Prodrome Berne.)

BASLE (C.) – P.O. Box No. 851, 35 Rittergasse, 4001 Basle. (Tel. (061)23.58.43.)

GENEVA (C.G.) – 41 Quai Wilson 1201 Geneva. (Tel. 31-31-20 and 31-31-29.) (Telex 2052-22956/7 a/b Prodrome.)

ZURICH (C.G.) – Dufourstrasse 56. 8008 Zurich. (Tel. 051.34.40.42.)

SYRIAN ARAB REPUBLIC – Mr. J. C. M. Mason, First Secretary (Commercial), British Embassy, Kotob Building, 3rd-4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, DAMASCUS. (For correspondence: P.O. Box 37, Damascus, Syrian Arab Republic.) (Tel. 32561-2-3.)

ALEPPO (C.) – Mr. F. W. J. Cooper, H.M. Consul, British Consulate, P.O. Box 7, Sebil, Aleppo. (Tel. Aleppo 11218.)

TANGANYIKA and **ZANZIBAR**, The United Republic of – Mr. H. D. G. Collings, The British Trade Commissioner in the United Republic of Tanganyika and Zanzibar, 8th Floor, Permanent House, Corner Azikiwe Street/Independence Avenue, DAR ES SALAAM. (For mail: British Trade Commission, P.O. Box 9112, Dar es Salaam, Tanganyika.) ('Britishers', Dar es Salaam.) (Tel. 23344, 2 lines.)

THAILAND – Mr. T. J. Everard, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. O. Kemp, O.B.E., Ambassador and Consul-General, British Embassy, Boulevard Circuloire, B.P. 892, LOMÉ, West Africa. (Tel. 2085.)

TRINIDAD – Mr. G. Booth, The Principal British Trade Commissioner for the Eastern Caribbean, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. ('Trincom, Port of Spain.') (Tel. 52861/6.)

TUNISIA – Mr. E. H. Noble, Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. A. C. Maby, C.B.E., H.M. Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, ANKARA. (Tel. 12.10.90-12.10.96.)

ISTANBUL (C.G.) – Mr. G. S. McWilliam, Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu. (Tel. 44.75.40 and 44.75.45-9.)

IZMIR (C.G.) – Mr. R. E. Wilkinson, M.B.E., British Consulate-General, Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 32501.)

UGANDA – Mr. J. R. Leeland, Second Secretary (Commercial), British High Commission, P.O. Box 2894, 5, Shimoni Road, KAMPALA, Uganda. ('Ukrep, Kampala.') (Tel. 57054.)

UNITED STATES

WASHINGTON – Mr. J. E. Chadwick, C.M.G., H.M. Minister (Commercial), Mr. C. B. B. Heathcote-Smith, C.B.E., H.M. Counsellor (Commercial); Mr. J. B. Cullen, H.M. Counsellor (Commercial); Mr. R. Arculus, First Secretary (Commercial); Mr. F. H. Jackson, First Secretary (Commercial), Mr. F. J. Pelly, M.B.E., First Secretary (Commercial), British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. HO 2-1340.)

ATLANTA (C.) – Mr. W. P. S. Lane, O.B.E., M.V.O., H.M. Consul, British Consulate, 814-815, Atlanta Merchandise Mart, 240 Peachtree Street, N. W. Atlanta, Georgia 30303. (Tel. 524-2692.)

BOSTON (C.G.) – Mr. J. A. D. Stewart-Robinson, H.M. Consul, British Consulate-General, Room 2303, John Hancock Building, 200, Berkeley Street, Boston, Massachusetts 02116. (Tel. 542-2810.)

CHICAGO (C.G.) – Mr. P. W. R. C. Haley, M.B.E., H.M. Deputy Consul-General (Commercial), British Consulate-General, 200 South Michigan Avenue, Chicago, Illinois 60604. (Tel. 939-5166.)

CLEVELAND (C.G.) – Mr. J. E. T. Thorne, H.M. Vice-Consul (Commercial), British Consulate - General, 1828 The Illuminating Building, Cleveland, Ohio 44113. (Tel. MA 1-7674.)

DENVER (C.) – Miss J. F. Veasey, M.B.E., H.M. Vice-Consul, British Consulate, 607 Colorado Building, 1615 California Street, Denver, Colorado 80202. (Tel. AC 2-2729.)

DETROIT (C.G.) – Mr. W. E. Williams, O.B.E., Consul (Commercial), British Consulate-General, 1512 Guardian Building, Detroit, Michigan 48226. (Tel. 962-4776.)

HONOLULU (C.) – Mr. R. T. Landale, T.D., H.M. Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu 13, Hawaii. 96813. (Tel. 561-048.)

HOUSTON (C.G.) – Mr. H. Lewty, H.M. Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. FA 3-2301/4.)

KANSAS CITY (C.) – Mr. N. M. Hallett, H.M. Consul, British Consulate, Suite 1900, Commerce Tower, 911, Main Street, Kansas City, Missouri 64105. (Tel. GR 1-1644/5.)

LOS ANGELES (C.G.) – Mr. B. H. Wilcox, H.M. Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California. 90005. (Tel. DU 5-7381.)

MIAMI (C.) – Mr. W. H. Adams, O.B.E., H.M. Consul, British Consulate, 732 Ingraham Building, S.E. 2nd Avenue, Miami, Florida. 33131. (Tel. FR 1-7544/5.)

MINNEAPOLIS (C.) – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Consulate, Room 1900 First National Bank Building, Minneapolis, Minnesota. 55402. (Tel 335-0921.)

NEW ORLEANS (C.G.) – Mr. A. B. Ball, H.M. Consul, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, Louisiana 70112. (Tel. 522-3144/5/6.)

NEW YORK (C.G.) – Mr. G. G. Simpson, H.M. Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York 10022. (Tel. PL 2-8400.)
(Export Credits Guarantee Department representative in N. America, Mr. R. F. L. Martin, at same address.)

PHILADELPHIA (C.G.) – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania. 19107. (Tel WA 5-2430.)

PORTLAND (C.) – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, 715 Lewis Building, Portland, Oregon. 97204. (Tel. CA 7-5669.)

SAN JUAN (C.) – Mr. R. J. E. Thomas, H.M. Consul, British Consulate, P.O. Box 1307, San Juan, Puerto Rico. 00902. (Tel. 722-5055.)

ST. LOUIS (C.) – Mr. V. W. Lammert, M.B.E., Commercial Officer, British Consulate, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.)

SAN FRANCISCO (C.G.) – Mr. J. W. Hutson, H.M. Consul (Commercial), British-Consulate General, 343 Sansome Street, San Franciso, California 94104. (Tel. YU 1-3030.)

SEATTLE (C.G.) – Miss G. A. Robertson, H.M. Vice-Consul, British Consulate-General, 1216 Norton Building, 2nd Avenue and Colombia Street, Seattle, Washington 98104. (Tel. MA 4-2990.)

[There are also Honorary Consuls at Baltimore and Norfolk who will be glad to see British business visitors. Commercial correspondence should however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Washington, D.C.]

BALTIMORE (Hon. C.) – Mr. J. T. Menzies, C.B.E., Hon. Consul, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland, 21202. (Tel. SA 7-1082.)

NORFOLK (Hon. C.) – Mr. A. L. Nicholson, Hon. Consul, The Wainwright Building, 229, West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934.)

UPPER VOLTA, REPUBLIC OF – There is no British Commercial Representative in Upper Volta. Enquiries (which should clearly indicate that they refer to Upper Volta) should be addressed to:—

The Second Secretary (Commercial), British Embassy, Immeuble L'Union Assurances, Avenue Chardy, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 66-15 and 66-16.)

URUGUAY – Mr. C. W. Wallace, First Secretary (Commercial), British Embassy, Calle Rincon 454, Piso 5, MONTEVIDEO. (Tel. 9-2501.)

VENEZUELA – Mr. K. D. Jamieson, H.M. Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence); 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Urbanizacion Chuao (for visitors); CARACAS. (Tel. 338355-9.) (Telex 292 a/b Procaracas.)

VIETNAM – Mr. I. J. Benson, Second Secretary (Commercial), British Embassy, 25 Dai-lo Thong Nhut, SAIGON. (Tel. 23341-42.)

YUGOSLAVIA – Mr. C. N. Jupp, H.M Counsellor (Economic/Commercial), British Embassy, 46 Ulica Prvog Maja, BELGRADE. (Tel. 23536.)

SPLIT (C.) – Ulica Titova Obala 5. (Tel. 2731.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel 37627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

ZAMBIA – Miss M. Scammell, First Secretary (Commercial), British High Commission, Waddington Road, LUSAKA. (UK REP Lusaka.) (Tel. 72097.)

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain Commonwealth territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is, therefore, limited and it is advisable to address inquiries to the Board of Trade initially rather than write direct to Trade Correspondents, who may not always be in a position to provide an answer.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BAHAMAS: Mr. John N. Hedden, British Trade Correspondent in the Bahamas, P.O. Box 281, Nassau, New Providence, Bahamas. (Tel. 95581 and 6274.)

BASUTOLAND: The Government Secretary, Maseru.

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources, Commerce & Industry, Belize City.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade. G.P.O. 2018, Suva.

GAMBIA: Mr. G. M. P. Val-Phatty, P.O. Box 333, Bathurst, Gambia.

GIBRALTAR: Mr. J. D. Bates, C.M.G., C.V.O., The Chief Secretary, Government Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

MALTA: The Director of Industrial Development, Department of Trade and Industry, 2 Cavalier Street, Valetta. (Tradevelop, Valetta, Malta.) (Tel. Central 24411.)

MAURITIUS: Mr. H. J. Sabben, The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

NEWFOUNDLAND: Mr. A. G. Avre, Newfoundland Board of Trade, P.O. Box 5127, St. John's, Newfoundland.

NEW HEBRIDES: The Resident Commissioner, Vila, New Hebrides.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: The Financial Secretary, Secretariat, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box 119, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, 119, Macquarie Street, Hobart.

TONGA: British Commissioner and Consul. H.B.M.'s Agency and Consulate, Nukualofa.

Guide to countries in which towns are situated

Place	*Country*
Abu Dhabi	Persian Gulf (Trucial States)
Adelaide	Australia
Accra	Ghana
Abidjan	Ivory Coast
Addis Ababa	Ethiopia
Alberta	Canada
Alexandria	United Arab Republic
Aleppo	Syrian Arab Republic
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Bahrain	Persian Gulf
Baltimore	United States
Bamako	Mali
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Basra	Iraq
Bathurst	Gambia
Beira	Portuguese East Africa
Beirut	Lebanon
Belgrade	Yugoslavia
Belize	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bordeaux	France
Boston	United States
Brazzaville	Congo Republic
Brisbane	Australia
Brunei	Brunei
Brussels	Belgium
Bucharest	Rumania
Buea	Federal Republic of Cameroon
Budapest	Hungary
Buenos Aires	Argentina
Bujumbura	Burundi
Cairo	Egypt (United Arab Republic)
Calais	France
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Colon	Panama
Conakry	Guinea
Copenhagen	Denmark
Curaçao	Netherlands Antilles
Dacca	Pakistan
Dakar	Senegal
Damascus	Syrian Arab Republic
Dar es Salaam	Tanganyika
Delhi	India

Place	Country
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Persian Gulf (Trucial States)
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
East London	South Africa
Elisabethville	Republic of Congo
Edmonton	Canada
Enugu	Nigeria
Florence	Italy
Fort-de-France	Martinique
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Geneva	Switzerland
Genoa	Italy
Gibraltar	Gibraltar
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Haifa	Israel
Hague, The	Netherlands
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania (Australia)
Hong Kong	Hong Kong
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Innsbruck	Austria
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Jesselton	Malaysia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Kansas City	United States
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Khorramshahr	Iran
Kingston	Jamaica
Kuala Lumpur	Malaysia
Kuwait	Kuwait
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Le Havre	France
Leopoldville	Republic of Congo
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Portuguese East Africa
Luanda	Portuguese West Africa
Lusaka	Zambia
Luxembourg	Luxembourg
Lyons	France
Macao	Macao
Madras	India
Madrid	Spain
Mahe	Seychelles
Malmo	Sweden
Managua	Nicaragua
Manila	Philippines Republic
Marseilles	France
Martinique	Martinique
Maseru	Basutoland
Medan	Indonesia
Melbourne	Australia
Messina	Italy
Mexico City	Mexico
Miami	United States
Milan	Italy
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	Soviet Union
Munich	Germany
Muscat	Persian Gulf
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New Orleans	United States
New York	United States
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga (Pacific Islands)
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy
Palma de Mallorca	Spain
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Penh	Cambodia
Piraeus	Greece
Ponta Delgada	Azores
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port Louis	Mauritius
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Qatar	Persian Gulf
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Rotterdam	Netherlands
Saigon	Vietnam
St. Helena	St. Helena
St. John's	Newfoundland (Canada)
St. Louis	United States
Salisbury	Southern Rhodesia
Salonika	Greece
San Francisco	United States
San José	Costa Rica
San Juan	(Puerto Rico) U.S.A.
San Salvador	El Salvador
San Sebastian	Spain
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Shanghai	China
Singapore	Malaysia
Sofia	Bulgaria
Split	Yugoslavia
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Surabaya	Indonesia
Suva	Fiji Islands
Sydney	Australia
Taipei	Formosa
Tamsui	Formosa
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Republic of Honduras
Tehran	Iran
Tel Aviv	Israel
Teneriffe	Spain
The Hague	Netherlands
Thorshavn	Faroe Islands
Tokyo	Japan
Toronto	Canada
Trieste	Italy
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Valencia	Spain
Valetta	Malta
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Vila	New Hebrides
Warsaw	Poland
Washington	United States
Wellington	New Zealand
Windhoek	South West Africa
Winnipeg	Canada
Yaoundé	Federal Republic of Cameroon
Zagreb	Yugoslavia
Zurich	Switzerland

LETTERS OF APPRECIATION

How official services help United Kingdom exporters

Mr. R. W. Bailey (left), HM Consul-General in Sweden, at the British stand of the Medical Care and Health Exhibition held in Gothenburg in October. With Mr. Bailey are (left to right); Mr. Sven Hammarstrom, Director of Svenska Massan; Mr. Sven Aspling, Swedish Minister for Social Affairs; Mr. Thure Hoglund, Chairman of the Gothenburg City Council.

The letters quoted below have been sent by United Kingdom businessmen to home or overseas offices, expressing appreciation for their assistance in furthering export business.

AUCKLAND

We would particularly like to thank you for your prompt action and very clear report on this most unfortunate situation. We are now taking this up with the export packers concerned and will, of course, communicate direct with Messrs. ————at Auckland as quickly as possible.

Prodorite Ltd., Wednesbury, Staffs.

Please accept our many thanks for your letter and for the list of concerns in Auckland who might be interested in handling the agency for our member-firm.

Your assistance in this connection is greatly appreciated.

Sheffield Chamber of Commerce.

HONG KONG

Many thanks for your letter in which you kindly made available to me much useful data on fertilizers in Hong Kong. I much appreciate your kind assistance in sending me this report and it has enabled us to clarify many points on the fertilizer industry.

The British Sulphur Corporation Ltd., London.

Thank you for your letter. The information you give on the question of drinking water coolers is most helpful.

Prestcold, Division of Pressed Steel Co. Ltd., Swansea.

ACCRA

'I would like to express my appreciation for the assistance that you gave us in obtaining our import licences for 1964. It is very pleasing to know that British trade interests are well looked after.'

The British Aluminium Co. Ltd., Awaso.

NEW DELHI

We thank you for your letter and are very appreciative of the trouble you have taken sending lists of those likely to be interested in our products.

These will be of considerable assistance to us in our direct mail approach.

W. F. Stanley & Co. Ltd., London.

CHICAGO

'I would very much like to thank you for your efforts on our behalf and can assure you that if it was not for the assistance given by you and your colleagues in various parts of the United States, my journey would undoubtedly take twice as long, and I very much doubt if it would be as effective.'

R. A. Rooney & Sons Ltd., London.

CASABLANCA

We thank you for letter which gave information regarding the market for wire mesh in Morocco.

This information was extremely helpful to us and we should like to thank you for your kind assistance in this matter.

Pall-Ulster Ltd., Dunmurry, Belfast.

We must thank you for all the useful information you gave to our Export Manager together with the names and addresses of certain firms who you felt might be interested in the marketing of our materials in Casablanca.

We are taking this up through our Agents, and we sincerely trust that business will ultimately result.

Sealocrete Products Ltd., London.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: Management and Technology **3s.** (3*s.* 4*d.*), Training Made Easier **2s.** (2*s.* 3*d.*), The Older Worker and his Job **1s. 3d.** (1*s.* 6*d.*), Ergonomics of Automation **3s. 6d.** (3*s.* 10*d.*), Automation and Skill **3s. 6d.** (3*s.* 10*d.*), Woman, Wife and Worker **2s.** (2*s.* 3*d.*). Training the Adult Worker **3s. 6d.** (3*s.* 9*d.*), How Research Can Help Training **1s. 6d.** (1*s.* 9*d.*) *Prices in brackets include postage.*

Government publications can be purchased over the counter or by post from the Government Bookshops in London, Edinburgh, Manchester, Birmingham, Cardiff, Bristol and Belfast, or through any bookseller

HMSO

Notes:

This analysis relates to the accounts of property companies whose shares were quoted on a United Kingdom stock exchange and which had net assets of £0·5 million or more, or income of £50,000 or more, in 1960.

Tables 1-3 provide for 1963 (with comparable figures for 1962) and for 1962 (with comparable figures for 1961), detailed appropriation of income accounts, balance sheets and statements of the sources and uses of funds. In the latter table changes which are not due to true cash transactions, for example those resulting from revaluation of fixed assets and reorganization of capital, have been eliminated as far as possible. Figures for the earlier of a pair of years include companies which were independent in that year but which were acquired in the later year by another company in the population.

Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheets and the profit and loss accounts of subsidiary companies within each group. The statistics are not therefore confined to activities in the United Kingdom.

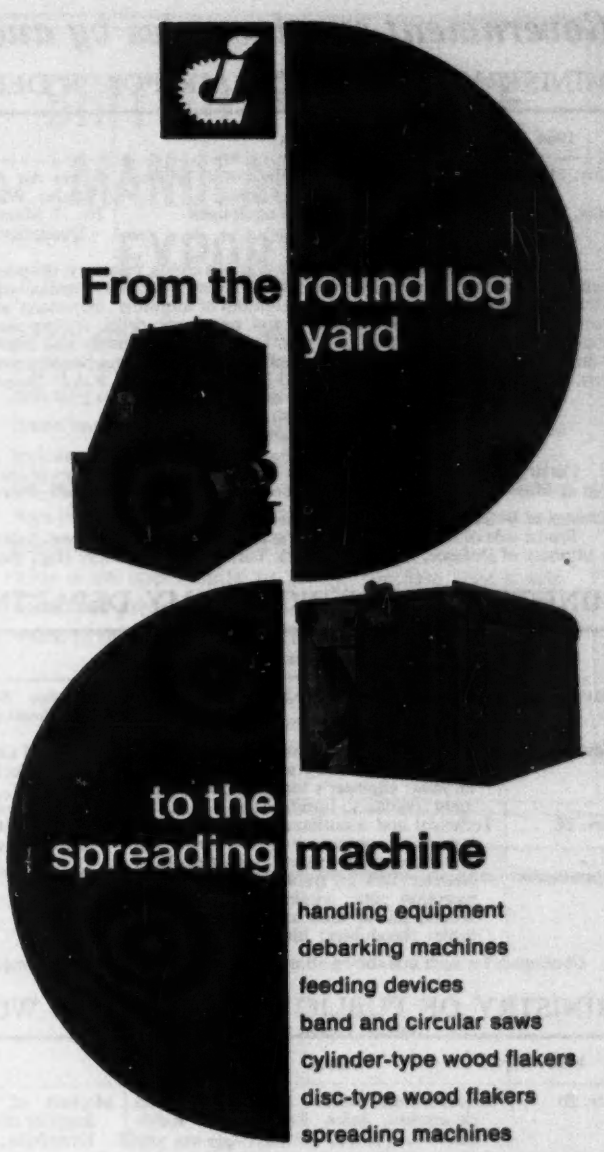
Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Table 3. Property companies—Sources and uses of capital funds during year

£ thousand

Accounts for 'year' (1)	1961	1962	1962	1963
Sources of funds:				
Receipts from issues of:				
Long-term loans	70,745	56,474	53,665	72,446
Ordinary shares	37,177	56,294	57,135	26,157
Preference, etc., shares	163	664	663	644
Total loan and share capital issued	108,085	113,432	111,463	99,247
Increase in amount owing to:				
Banks	—18,085	22,234	12,094	28,757
Trade creditors	11,615	737	—388	5,724
Other creditors	1,716	8,025	9,019	—1,173
Additions to accruals:				
Tax	3,998	3,348	2,891	1,720
Dividends and interest	2,312	1,735	1,796	2,034
Total increase in credit received	1,556	36,079	25,412	37,062
Balance retained in reserves	2,885	3,222	3,042	2,898
Provisions out of income for depreciation, etc.	2,130	2,564	2,280	2,290
Additions to future tax reserves	600	965	1,013	358
Total addition to reserves and provisions	5,615	6,751	6,335	5,546
Increase in liability to minority shareholders	—64	481	503	—1,448
Surplus on disposal of fixed assets	2,244	4,147	4,120	2,966
Other receipts on capital account	112	60	58	39
Total of other sources	2,292	4,688	4,681	1,557
Total sources of funds	117,548	160,950	147,891	143,412
Uses of funds:				
Expenditure on:				
Tangible fixed assets	89,255	135,237	123,990	110,871
Goodwill and other intangibles	420	142	142	122
Trade investments	7,600	10,214	8,718	—1,562
Total expenditure on fixed assets	97,275	145,593	132,850	109,431
Increase in value of:				
Stocks	7,885	9,756	9,643	6,662
Trade debtors	774	5,556	4,102	6,710
Other debtors	—1,312	1,501	2,026	—961
Total increase in stocks and debtors	7,347	16,813	15,771	12,411
Expenditure out of provisions	566	768	768	353
Other expenditure on capital account	583	734	750	701
Expenditure on acquisition of subsidiaries	10,918	22,227	20,783	32,539
Adjustments due to consolidation	—1,505	—24,455	—22,917	—13,496
Total of other uses	10,562	—726	—616	20,097
Total uses of funds	115,184	161,680	148,005	141,939
Balance represented by:				
Increase in holdings of:				
Marketable securities	3,079	—773	—1,183	—622
Tax reserve certificates	44	—390	—390	—81
Cash	—1,010	107	1,133	2,183
Residual and other adjustments	251	326	326	—7
Total balancng items	2,364	—730	—114	1,473

(1) The figures relate to companies' accounting years ending between April 6 of the year shown and April 5 of the following year.



Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
Nov. 11	The sale will include approximately 100 huts (barrack and classroom type).	Royal Air Force Station, Compton Bassett, Calne, Wilts.	Thompson Noad & Phipp, 39 Market Place, Chippenham, Wilts. (Tel. 2271-2).
Nov. 18	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Gloucester.	Burton Knowles & Co. (AFD 1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will include furniture (various chairs, refectory, drop-leaf, collapsible etc., tables, settees, carpets and rugs etc.) mattresses, domestic equipment, clocks; campkits and camp equipment, waterproof covers; medical equipment, including 'Both' type Mk. III mechanical iron lungs, respirator pump unit, 'Jectaflo' anaesthetic apparatus: large quantities of tinsmiths', carpenters' and fitters' hand tools including surface plates. "V" Blocks, cramps, planes, vices, etc., workshop-equipment including electric and pneumatic drills, drilling machines; engines including Dorman Diesel, Tangye, Ford, Coventry Victor J.A.P. Meadows Marine etc., M.T. Tyres and spares, cylinder heads and crankshafts; miscellaneous marine spares (including propellers) and aircraft spares, fire extinguishers, servicing and hydraulic trolleys; guillotines, and bending machines.

Nov. 27	To be sold in four lots—3 hangars, Officer's mess, numerous brick buildings (approx. 384,000 sq. ft.), total site area 53 acres, with prospect of planning permission for many uses.	R.A.F. Station, Bircham Newton.	Charles Hawkins & Sons, Bank Chambers, King's Lynn. (Tel. 2370 and 2473).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Ministry of Defence (Air Force Department)

Tender sale of radio vehicles with transmitter/receiver equipment. Sale is on condition that vehicles are exported. Applications for tenders to be addressed to Ministry of Defence, A.F.C. 19a (Air), Turnstile House, 94/99 High Holborn, London, W.C.1.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
Nov. 12	Machine tools, textiles and miscellaneous stores.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Nov. 24	Clothing; blankets; boots and shoes; compressors; generating sets; lifting tackle; bicycles; engineer's tools; kitchen equipment; crockery; furniture etc.	Command Ordnance Depot, Kinnegar, Holywood, Co. Down, Northern Ireland. (*Sale at The Mart, 13 Gloucester Street, Belfast.*)	Osborne King and Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233).
Nov. 26	Technical and miscellaneous stores including plant; generator sets (diesel and petrol); air compressors (diesel, petrol and electric); fork lift trucks (diesel); wireless reception sets; wireless and signalling spares; canvas tents and covers; electric cable; theodolites; binoculars; watches.	Technical Stores Sub-Depot, Wem, near Shrewsbury, Shropshire.	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

MINISTRY OF PUBLIC BUILDING AND WORKS

1964	Stores	Location	Auctioneers
Nov. 20	Miscellaneous Office Furniture, Hostel Equipment, Safes, Racking and Refrigerators.	Ministry of Public Building and Works, Supplies Division Store, Burnett Lane, near Keynsham, Somerset.	Messrs. Stanley Alder & Price, 7 St. Stephen's Street, Bristol 1. Tel. Bristol 20301.

Catalogues: Obtainable from the Auctioneers. Price 1s.
View Day: Thursday, November 19, 1964.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 30, 1964.
Br/E indicates that the film is a British quota film.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Reels within Reels	United Artists Corp. Ltd.	Harold Baim Productions Ltd.	Br/E 29790	24	October 26
Psyche 59	Columbia Pictures Corporation Ltd.	Troy-Schenck Productions Ltd.	Br/E 29794	94	October 27
Movietone News 1846A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29450	8	October 30
Movietone News 1847	" "	" "	Br/E 29451	8	October 30
Pathe News 64-87	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29562	8	October 30
Pathe News 64-88	" "	" "	Br/E 29563	9	October 30
		FOREIGN			
Indian Killer	Grand National Pictures Ltd.	Filmservice Incorporated	F 29791	76	October 26
Flight from Ashiya	United Artists Corporation Ltd.	Harold Hecht Films, Hollywood and Daiei Motion Picture Co. Tokyo.	F 29792	102	October 27
For those who Think Young	" "	Schenk-Koch Enterprises Inc.	F 29793	97	October 27
The Train	" "	Les Productions Artists Associes, S.A., Paris	F 29795	133	October 28
Roustabout	Paramount Film Service Ltd.	Hal Wallis Productions	F 29796	101	October 29
Trauma	Compton-Cameo Films Ltd.	Hansen Enterprises	F 29797	94	October 30

Amendment to the Register

The particulars of the film 'Isle of Naked Women (F 26347) registered on May 8, 1961, have been amended to provide the additional title, 'L'ile aux Femmes Nues.'

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The Exhibition Secretary,
British Furniture Manufacturer's Federated Associations,
17, Berners Street, London, W.1.

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Hillgate House, 35 Old Bailey, London, E.C.4
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Exhibitions and Fairs

1964 Motor Show attracted more overseas visitors

ORDERS from overseas show the widespread demand for British models, state the Society of Motor Manufacturers and Traders in an end-of-show statement.

Attendance at the show was somewhat lower than last year but exhibitors were unconcerned for their general opinion is that the all-important number of serious business visitors especially from overseas has been greater than ever before.

Mr. William Swallow, President of the Society of Motor Manufacturers and Traders, and Chairman and Managing Director of Vauxhall Motors said: 'The amount of firm business done and the atmosphere of enthusiasm on the part of buyers at the Motor Show gives further confirmation that the demand for our cars will increase still more in 1965.

'The amount of business that we have done makes this the most successful Motor Show ever for the British Motor Corporation,' said Mr. G. W. Harriman, chairman of BMC when the show closed on October 30.

Recalling that in the first days of the show, the Corporation had announced orders from home and export distributors totalling £129 million, Mr. Harriman added:

'We have never known our dealers and distributors both from abroad and home in such a confident mood, and they were particularly pleased with the fantastic interest shown in the Queen of the Show, the Austin 1800.'

The Ford Company reported that the level of interest which led to multi-million pound orders on opening day had continued unabated throughout the show.

Mr. S. Wills, Manager of the company's Car Marketing Plans Department, said: 'The level of enthusiasm in every inquiry we have received – and these have been more numerous and more detailed than ever before – emphatically endorses our original forecast of even greater sales in 1965.'

A Standard-Triumph company spokesman said that export orders during the show valued nearly £40 million, the two major markets being the United States and Western Europe. Executives from both markets indicated record sales for next year.

Before the show closed, Mr. D. G. Stokes, Deputy Chairman of the Leyland Motor Corporation, flew out from London Airport on a round-the-world trip to boost exports. On leaving, he said: 'Last year the Corporation sold £100 million worth of cars and commercial vehicles abroad and we have set ourselves a target, for an all-out attack on world markets, of £130 million for exports.'

Early in the show Mr. Geoffrey Welby, Sales Director of Vauxhall announced that orders had reached a record level and that to meet export orders, cars worth some £35 million will have to be shipped before next April. One third of these orders are for Europe.

A group of five of Jaguars biggest distributors in the United States flew into London for the show, and between them placed an order worth £8 million (20 million dollars) to cover their requirements for the first 6 months of 1965. Forward ordering by all markets was at an extremely high level, and already it is clear that total sales will be regulated solely by the company's ability to supply a sufficient volume of cars to meet the demand. In this context, the company's far reaching plans for expanding production are proceeding to schedule.

The show reflected for the Rover Company a very solid present and future potential for the Rover 3-litre saloon and coupe and the Rover '2000' both at home and abroad. After the great impact made by the Rover '2000' a year ago interest is sustained at a very high level in European markets where deliveries have been made during the summer.

Dusseldorf Sales and Fashion Week (IGEDO)

The 63rd Dusseldorf International Sales and Fashion Week (IGEDO), opened on October 25 to brilliant sunshine and a record number of visitors, which was auspicious for the first participation in strength of British manufacturers of ladies' outerwear. The Dusseldorf IGEDO is already recognized as one of the truly international trade fairs for women's outerwear and the 1964 event was no exception to the rule. There was a larger international participation this year from France, United States, Finland, Japan, Austria, Switzerland and Great Britain and those firms who had exhibited previously reported that they had further consolidated their position in this market and obtained an increase in orders. The Americans, for the second year running, had a very large collective exhibit, as did the French. A group of Finnish firms also participated on a collective stand.

Most of the eleven British exhibitors, among them some of the largest manufacturing concerns and suppliers, had received some orders by the end of the first day and at the close of the fair on Thursday, October 29, 1964, a number of them were able to report four and six figure orders. The majority of the British exhibitors were members of the British Fashion Export Group, who in conjunction with the Board of Trade, were responsible for organizing their members' participation. The clothing offered by the British firms covered a wide field and included blouses of terylene, tricel, cotton and rayon fabrics; dresses and two piece suits, coats and skirts of linen, jersey, worsted and synthetic fibres.

A British blouse manufacturer, who was exhibiting for the first time in Dusseldorf, reported that he had received orders from Holland, Switzerland, Sweden, Belgium and Germany and that 10 per cent of his total orders were placed by German buyers. Another blouse manufacturer reported particular interest from Scandinavia and Austria in addition to the other continental

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
United Kingdom	*This Issue*	*Feb. 5*
Outside Europe	*Oct. 2*	*Jan. 1*
Europe	*Sept. 4*	*Dec. 4*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia: 2783, France Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa: 2792. United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

Additions to Classified Lists

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on October 2 and September 4, respectively.

EUROPE

Additions

COLOGNE: INTERNATIONAL BABIES' AND CHILDREN'S FAIR– April 23-25, 1965.

* Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. (Telephone Kensington 1700).

COLOGNE: INTERNATIONAL PHOTO AND CINE EXHIBITION – October 1-9, 1966.

† Apply, Du Mont Publicity Co. Ltd., 18 Queensberry Place, London, S.W.7. Telephone Kensington 1700).

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Harridge's departmental store in Toronto decorated for the British goods promotion.

countries. All the member firms of the British Fashion Export Group felt that their participation had proved useful and that they had gained an insight into what was required of the British fashion industry to enable them to obtain a greater share of the market in Germany.

Over 950 firms participated in the IGEDO and over 3,000 collections were shown. Particular interest was reported to have been shown in costumes and coats of camel hair. At the close of business approximately 24,000 buyers, of which 2,000 were from countries outside Germany, had visited the fair, which was an increase on the number recorded in April of this year. The Dusseldorf IGEDO continues to grow in strength and offers an excellent opportunity for British firms to assess the German market.

Samples signpost Amsterdam British Week

An impressive cross-section of British consumer goods will be shown to Dutch buyers at the Samples Display which will be held at the Amsterdam Congrescentrum RAI building from November 17-19. Nearly 200 British firms are taking advantage of this opportunity of giving Dutch wholesalers and retailers a preview of the products that they hope to sell from department stores and shops during the British Week in Amsterdam next May.

Although the Samples Display is intended as a pointer to the full-scale promotion in 1965, it is nevertheless an important event in itself. Exhibits will be shown in 138 booths, each covering an area of 100 square feet, in the South Hall of the RAI building in the Europaplein—one of the newest and most modern buildings of its kind in Europe. Invitations have been sent out to more than 5,000 leading Dutch wholesalers, retailers and 'bulk buying' organizations, as well as to individual businessmen and shops, trade associations and Chambers of Commerce. Members of the Anglo-Dutch Trade Council and of the Association of Import Agents will be available at the information stand.

A twelve-minute colour film of the recent British Week at Copenhagen, with commentary in Dutch, will be shown at a reception in the Glass Hall of the RAI building on November 16, when HM Ambassador to the Hague will be the host. Exhibitors will be able to talk to the buyers from the main department stores, senior officials of trade associations and members of the press.

Canadian store promotion of British fashion wear

BOUNTY FROM BRITAIN was the title of a store promotion of British goods at Harridge's, Toronto, during the three weeks beginning September 23. This elegant store specializing in high-quality ready-to-wear clothing for ladies is situated in The Colonnade in the heart of Toronto's fashionable Bloor Street shopping area.

The promotion opened with fashion shows featuring seven well-known British designers and also Canadian fashions made from British materials. After a reception offering a distinguished sherry and British soft drinks, also a cheese table, the store was at home to its clients for tea every day of the promotion. Throughout the store an 'in Britain' atmosphere was created by various displays and activities.

All departments were decorated with heraldic banners, flags, and coats of arms sent out on loan from London by the Board of Trade with a small exhibition of historical items borrowed from the Royal Marines which proved to be a popular feature. Kiosks designed after Buckingham Palace sentry boxes and manned by ladies from the National Ballet Guild of Canada sold British confectionery, biscuits, chinaware, books and toys while an 'old flower lady' wandered through the store selling nosegays.

Every item of clothing from Britain or made from British cloth was clearly marked with a small Union Jack and purchases were accompanied by a small gift package of English tea. British Travel Association display material and posters abounded and an attractive collection of fifty-three posters entitled 'Sights of London' drew particular attention.

All outside windows carried British merchandise with appropriate display material and for the first three days a parading piper helped draw customers. The two adjoining stores, Perry's Men's Wear Limited and Ruth Home Shop (children's wear), co-operated with Harridge's in co-ordinating external decorations, window displays and press advertising. All three carried increased stocks of British goods and are well pleased with the extra sales their efforts achieved.

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

Medical Care and Health Exhibition at Gothenburg

by R. W. Bailey, C.M.G., H.M. Consul-General, Gothenburg.

THE MEDICAL CARE and Health Exhibition at Svenska Mässan was opened by the Swedish Minister for Social Affairs, Mr. Sven Aspling on October 10. A number of medical congresses and meetings were held to coincide with the exhibition.

Directly seen from the main entrance was a large stand on the first floor, carrying the title: 'Surgical Instrument Equipment and Appliance Export Group of Great Britain' and decorated with Union Jacks at each end. Eight British firms of this group took part in a joint venture with the Board of Trade, to produce one of the most effective stands in the whole exhibition. It was visited by the Minister for Social Affairs, the Governor of Gothenburg and Bohus province and Mr. Thure Höglund, who is not only Chairman of the City Council, but also the City's Medical Director.

In addition, forty-two British firms exhibited through their Swedish agents. Numerous items of British electronic equipment were on view in this way and an 'iron lung' of a new type attracted much interest, photographs being published in the Gothenburg press.

The exhibition itself was the largest of its kind ever held in Scandinavia, with a floor space indoors of some 160,000 square feet and 20,000 square feet outside. In all there were 422 exhibitors from fourteen countries. Of the 22,082 visitors to the Exhibition, 70 per cent were buyers with special invitation cards. The visitors were by no means only from Sweden and the British stand report that among their many enquirers, a large percentage were from the other Scandinavian countries and Finland, with an appreciable number from the principal European countries. Other visitors at the British stand included an official delegation from the People's Republic of China and buyers from Japan, Malaysia and Mexico.

The British group had an average of seventy serious enquirers a day at each exhibitor's stand. They said afterwards that they were 'very satisfied' with the contacts they had made and expressed the hope that when the next medical exhibition is held here, probably in three years' time, British representation will be even greater.

Trade Fairs and Exhibitions in the United Kingdom

1964—Specialized

Agriculture, Dairy Industry and Fishing

LONDON: THE ROYAL SMITHFIELD SHOW – December 7-11.
- At Earls Court. Apply, A. A. Goode, Esq., Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 9-11.
- At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Building and Public Works

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES' EXHIBITION AND CONGRESS – November 16-21.
- † Apply, Municipal Agency Ltd., 3-4 Clements Inn, London, W.C.2. (Tel. Holborn 6817-6819).

Engineering, Machinery, Machine Tools

LONDON: CORROSION AND METAL FINISHING EXHIBITION – December 1-4.
- At Olympia. Apply, Technology Publications Ltd., The Tower, Shepherd's Bush Road, London, W.6. (Tel. Riverside 3071).

Gifts, Fancy Goods, Toys

LONDON: WHOLESALE BUYERS GIFT FAIR – December 14-17.
- At Mount Royal Hotel, W.1. Apply, Trade Promotion Services Ltd., St. Dunstans House, Carey Lane, London, E.C.2. (Tel. Monarch 8391).

Handicrafts, Hobbies

MANCHESTER: "MANCHESTER EVENING NEWS AND CHRONICLE" DO-IT-YOURSELF AND HOBBIES EXHIBITION – November 10-21.
- At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

Textiles, Clothing and Accessories

LONDON: CHILDREN'S AND TEENAGE FASHION FAIR – November 2-5.
- At Piccadilly Hotel. Apply, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W.1. (Tel. Langham 3353).

LONDON: JUNIOR FASHION FAIR – November 2-5.
- At R.H.S. Old Hall, S.W.1. Apply, National Children's Wear Association, 40/42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

Transport

LONDON: INTERNATIONAL CYCLE & MOTOR CYCLE SHOW – November 14-21.
- † At Earls Court. Apply, British Cycle & Motor Cycle Industries Association, Starley House, Eaton Road, Coventry. (Tel. Coventry 27427-8-9).

Miscellaneous

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 10-12.
- At Olympia. Apply, 'Cage and Aviary Birds' Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

1965—General

LONDON: 'DAILY MAIL' IDEAL HOME EXHIBITION – March 2-27.
- At Olympia. Apply, Associated Newspapers Ltd., Exhibition Office, Harmsworth House, Bouverie Street, London, E.C.4. (Tel. Fleet Street 6000).

MANCHESTER: BRIGHTER HOMES EXHIBITION – March 9-27.
- At City Hall. Apply, Provinicial Exhibitions Ltd., City Hall Deansgate, Manchester 3 (Tel.: Deansgate 6363).

BRIGHTON: 19TH SUSSEX INDUSTRIES EXHIBITION – September 20-25.
- At Corn Exchange Pavilion Theatre. Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1. Tel. Brighton 26189).

EASTBOURNE: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 23-25.
- At Winter Garden. Apply, Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1. (Tel. Waterloo 1851).

1965—Specialized

Agriculture, Dairy Industry and Fishing

GLASGOW: SCOTTISH DAIRY SHOW AND NATIONAL STALLION SHOW – February 16-20.
- At Kelvin Hall. Apply, Mr. Stewart Gilmour, C.A., 82 Gordon Street, Glasgow, C.1.

BELFAST: ROYAL ULSTER AGRICULTURAL AND INDUSTRIAL EXHIBITION – May 26-29.
- At Balmoral Show Grounds. Apply, Royal Ulster Agricultural Society, The King's Hall, Balmoral Show Grounds, Belfast 9.

LONDON: WORLD FISHING EXHIBITION – May 27-June 2.
- † At Olympia. Apply, Commercial Exhibitions Ltd., The Tower, Shepherds Bush Road, London, W.6. (Tel. Riverside 3071).

SHEPTON MALLET: BATH & WEST AGRICULTURAL SHOW – June 2-5.
- Apply, The Secretary, Bath & West & Southern Counties Society, 3 Pierrepont Street, Bath. (Tel. Bath 3010 and 61465).

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 15-17.
- Apply, Three Countries Agricultural Society, Three Counties Showyard, Malvern, Worcestershire.

STONELEIGH ABBEY: THE ROYAL SHOW – July 6-9.
- (Kenilworth). Apply, The Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Tel. Belgravia 5323).

HARROGATE: THE GREAT YORKSHIRE SHOW – July 13-15.
- At Permanent Showground Site. Apply, Secretary, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York.

BUILTH WELLS: ROYAL WELSH AGRICULTURAL SHOW – July 20-22.
- Apply, J. A. George Esq., Queen's Road, Aberystwyth.

LONDON: ROYAL DAIRY SHOW – October 26-29.
- At Olympia. Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel. Langham 6903/4).

LONDON: ROYAL SMITHFIELD SHOW – December 6-10.
- At Earls Court. Apply, A. A. Goode, Esq., Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 8-10.
- At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Amusements

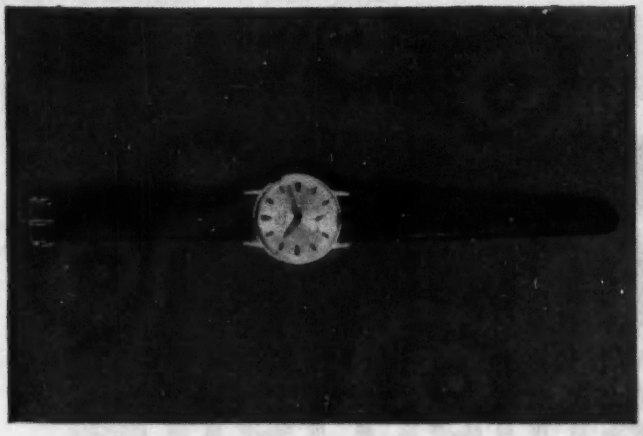
LONDON: AMUSEMENT TRADES EXHIBITION – January 26-28.
- At Horticultural Hall, S.W.1. Apply, Amusement Trades Exhibitions Ltd., 19 Charing Cross Road, London, W.C.2. (Tel. Whitehall 2524/5).

Antiques

LONDON: THE ANTIQUE DEALERS' FAIR AND EXHIBITION – June 9-24.
- At Grosvenor House, Park Lane, W.1. Apply, Captain C. S. Platts, A.C.I.S., Grosvenor House, Park Lane, London, W.1. (Tel. Grosvenor 6363).

(*Continued on page* 1017)

At the British stand of the Medical Care and Health Exhibition, Gothenburg, Mr. A. C. Daniels of A. C. Daniels & Co. Ltd., demonstrating his accident trolley to Mr. P. Nystrom (Provincial Governor), Mr. R. M. Bailey (HM Consul-General), Mr. S. Hammarstrom (Director of Svenska Massan), Mr. S. Aspling (Minister for Social Affairs) and Mr. T. Hoglund, (Chairman of Gothenburg City Council).
(report on page 1013)



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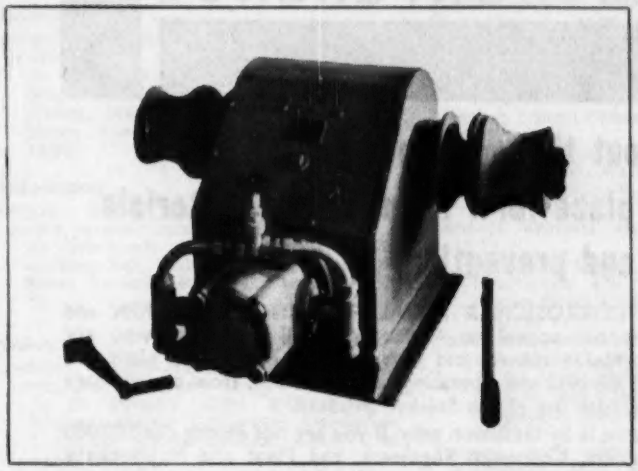

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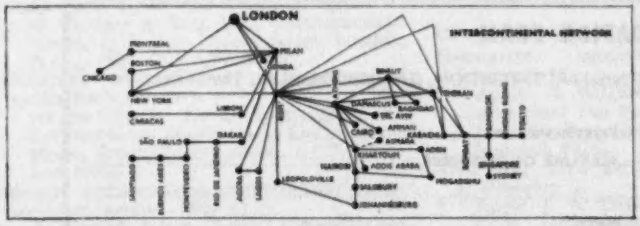

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BoT. 2

Boats

LONDON: INTERNATIONAL BOAT SHOW – January 5-16.
* At Earls Court. Apply, National Boat Shows Ltd., 44 Great Queen Street, London, W.C.2. (Tel. Holborn 7481).

BIRMINGHAM: BIRMINGHAM BOAT AND HOLIDAY SHOW – February 12-27.
* At Bingley Hall. Apply, Birmingham Boat Show Ltd., 167 Garrison Lane, Small Heath, Birmingham 9. (Tel. Victoria (Birmingham) 3539).

Building

LONDON: THE INTERNATIONAL BUILDING EXHIBITION – November 17-December 1.
† At Olympia. Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Caravans

LONDON: INTERNATIONAL CARAVAN EXHIBITION – September 22-October 2.
* Apply, Daily Mail Exhibitions Department, Harmsworth House, Bouverie Street, London, E.C.4. (Tel. Fleet Street 6000).

Chemicals

LONDON: 17TH TECHNICAL EXHIBITION – March 22-26.
* At Alexandra Palace, N.22. Apply, The Secretary, Oil and Colour Chemists' Association, Wax Chandlers' Hall, Gresham Street, London, E.C.2. (Tel. Monarch 1439).

Confectionery

LONDON: INTERNATIONAL CONFECTIONERY & ALLIED TRADES EXHIBITION – June 14-18.
* At Earls Court. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

Display

LONDON: INTERNATIONAL DISPLAY MARKET WEEK, 1965 – February 23-26.
* At St. Ermin's Hotel, S.W.1. Apply, National Display Equipment Association, 2 Caxton Street, London, S.W.1. (Tel. Abbey 4813/4).

Drawing Office Material and Equipment

LONDON: SECOND INTERNATIONAL REPROGRAPHIC EXHIBITION – REPRO – March 15-19.
† At Earls Court. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

Engineering, Machinery, Machine Tools

LONDON: INTERNATIONAL AUTOMATIC VENDING EXHIBITION – March 29-April 2.
† At Earls Court. Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2886).

LONDON: LONDON INTERNATIONAL ENGINEERING EXHIBITION – April 21-30.
† At Earls Court and Olympia. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LEICESTER: INTERNATIONAL SHOE MACHINERY EXHIBITION – May 3-7.
At the Granby Halls. Apply, Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Monarch 0666).

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION – May 13-21.
† At Crystal Palace. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: MINING MACHINERY EXHIBITION – July 8-17.
At Olympia. Apply, Municipal and Industrial Exhibitions Ltd., 3 Clement's Inn, London, W.C.2. (Tel. Holborn 2371-2).

LONDON: ENGINEERING MATERIALS & DESIGN EXHIBITION & CONFERENCE – September 13-18.
† Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel Chancery 9011).

Factory Equipment

LONDON: INTERNATIONAL FACTORY EQUIPMENT EXHIBITION – November 15-20.
* At Earls Court. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Floor Coverings

LONDON: INTERNATIONAL CARPET LINOLEUM AND FLOOR COVERINGS FAIR – CARPEX '65 – March 1-5.
* At Earls Court. Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street London, W.C.1. (Tel. Chancery 9011).

Foodstuffs, Hotel, Catering

BIRMINGHAM: HOTELIERS', CATERERS' AND CATERING EQUIPMENT EXHIBITION – February 1-5.
† At Bingley Hall. Apply, W. G. Appleyard, Esq., 71 Broad Street, Birmingham 15.

LONDON: DELICATESSEN EXHIBITION – March 15-19.
* At Earls Court. Apply, Delicatessen Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

LONDON: LICENSED VICTUALLERS FAIR – March 15-19.
* At Earls Court. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

ABERDEEN: SCOTLAND'S FOOD EXHIBITION – March 30-April 10.
* At the Music Hall. Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester. (Tel. Deansgate 6363).

LONDON: SHOP EQUIPMENT AND SELF-SERVICE EXHIBITION – May 17-20.
* At Olympia. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

MANCHESTER: FOOD, COOKERY AND CATERING EXHIBITION – September 7-18.
† At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Manchester 3. (Tel. Deansgate 6363).

Furniture

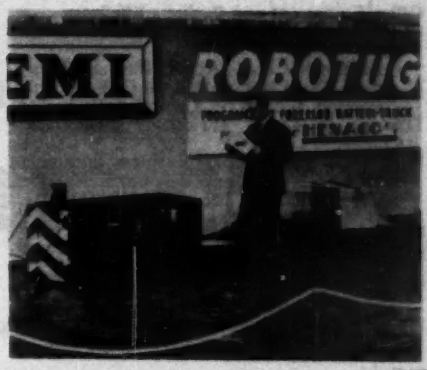
LONDON: INTERNATIONAL FURNITURE SHOW – February 1-13.
* At Earls Court. Apply, B. F. M. Exhibitions Ltd., 17 Berners Street, London, W.1. (Tel. Langham 5115).

Gifts, Fancy Goods, Toys

HARROGATE: INTERNATIONAL TOY FAIR – January 9-15.
* Apply, G. Wilkinson Esq., Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2. (Tel. Monarch 8921).

BRIGHTON: 12TH BRITISH TOY FAIR – January 31-February 4.
* Apply J. A. Glanfield Esq., British Toy Fairs (International) Ltd., 94 Hatton Garden, London, E.C.1. (Tel. Chancery 9158).

BLACKPOOL: INTERNATIONAL GIFTS FAIR – February 1-5.
* At Winter Gardens. Apply, Trade Promotion Services Ltd., St. Dunstan's House, Carey Lane, London, E.C.2. (Tel. Monarch 8391).



The Robotug driverless truck system shown by EMI Electronics Ltd., at the Materials Handling Exhibition at Oslo. Arrangements have now been made for the Robotug to be sent on to Stockholm for demonstration to leading Swedish industrialists.

Handicrafts, Hobbies

LONDON: 2ND EUROPEAN DO-IT-YOURSELF TRADE FAIR – April 5-8.
* At New Horticultural Hall, S.W.1. Apply, Summit Publicity & Public Relations, 52, Shaftesbury Avenue, London, W.1. (Tel. Gerrard 4260).

Homes, Household and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – February 1-5.
* At Olympia. Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391).

LONDON: INTERNATIONAL TABLEWARE FAIR – TABLEWARE '65 – March 15-20.
* At Earls Court. Apply, Trade Exhibitions Ltd., Exhibition House, 4 Spring Street, London, W.2. (Tel. Ambassador 2886).

Hospital and Medical

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT & MEDICAL SERVICES EXHIBITION – May 31-June 4.
† Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

LONDON: MEDICAL EXHIBITION – May 31-June 4.
* At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

Leather, Leather Goods and Footwear

BLACKPOOL: INTERNATIONAL SLIPPER FAIR – January 18-21.
* At Imperial Hotel. Apply, Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel. Monarch 0666).

LONDON: LEATHERGOODS, LUGGAGE & HANDBAG FAIR – February 8-12.
* At Mount Royal Hotel, W.1. Apply, The Leather Goods, Luggage and Handbag Fair Leather Trades House, 9 St. Thomas Street, London, S.E.1. (Tel. Hop 1582).

HARROGATE: AUTUMN SHOES EXHIBITION – April 26-29.
* Apply, British Footwear Manufacturers' Association, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

LONDON. INTERNATIONAL LEATHER FAIR – May 24-27.
* At Alexandra Palace, N.22. Apply, Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel. Monarch 0666).

LONDON: "SPRING SHOES" EXHIBITION – October 4-7.
* At Mount Royal Hotel, W.1. Apply, British Footwear Manufacturers' Association, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

(*Continued on next page*)

Office Equipment and Business Efficiency

BIRMINGHAM: BUSINESS EFFICIENCY EXHIBITION – May 17-22.

* At Bingley Hall. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 4-13.

* At Olympia. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

Packaging

LONDON: INTERNATIONAL PACKAGING EXHIBITION – May 19-27.

† At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Philately

LONDON: NATIONAL STAMP EXHIBITION – March 19-27.

* At Central Hall. Apply, Philatelic Traders' Society Ltd., 2 Clements Inn, London, W.C.2. (Tel. Chancery 3764).

Photography

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 13-19.

† At Olympia. Apply, British Organizers Ltd., 52 Grafton Way, London, W.1. (Tel. Euston 7930).

LONDON: INDUSTRIAL PHOTOGRAPHIC & TELEVISION EXHIBITION – November 15-20.

† At Earls Court. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Plastics

LONDON: INTERNATIONAL PLASTICS EXHIBITION AND CONVENTION – (INTERPLAS) June 16-26.

† At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Radio and Television

LONDON: RADIO AND ELECTRONIC COMPONENT EXHIBITION – May 18-21.

† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

Scientific Instruments

MANCHESTER: THE PHYSICS EXHIBITION – April 5-8.

* At the College of Science and Technology. Apply, The Institute of Physics and the Physical Society, 47 Belgrave Square, London S.W.1. (Tel Belgravia 6111).

Sports, Camping

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION C.O.L.E.X. '65 – January 5-16.

* At Olympia. Apply, Trade Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2886).

LONDON: NATIONAL ANGLING SHOW – May 11-15.

* At Royal Horticultural Society's Old & New Halls, S.W.1. Apply, A. H. Spink, Esq., National Angling Show, 1965, 145, Oxford Street, London, W.1. (Tel. Gerrard 7281).

LONDON: INTERNATIONAL SPORTS FESTIVAL AND EXHIBITION – August 11-21.

At the Crystal Palace, S.E.19. Apply, Associated Presentations (London) Ltd., Loyalty House, 7 Ship Tavern Passage, London, E.C.3. (Tel. Mincing Lane 4931).

Stationery

LONDON: NATIONAL STATIONERY AND ALLIED TRADES FAIR – February 8-11.

At New Horticultural Hall, S.W.1. Apply, E. P. Francis Esq., "National Newsagent Bookseller, Stationer" Lennox House, Norfolk Street, London, W.C.2. (Tel. Temple Bar 8111).

MANCHESTER: STATIONERY AND OFFICE EQUIPMENT TRADE FAIR – March 1-5.

* At Belle Vue. Apply, Stationers' Association of Great Britain and Ireland, 6 Wimpole Street, London, W.1. (Tel. Langham 9256/7).

Textiles, Clothing and Accessories

BRIGHTON: SMALLWARES TRADE FAIR – March 1-4.

* At Metropole Hotel. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION – IMBEX 65 – March 1-5.

* At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: CHILDREN'S TEENAGE FASHION FAIR – April 26-29.

* At Piccadilly Hotel, W.1. Apply, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W.1. (Tel. Langham 3353).

LONDON: JUNIOR FASHION FAIR – April 26-29.

* At Horticultural Society's New Hall, S.W.1. Apply, National Children's Wear Association, 40-42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

LONDON: MAKERS-UP FABRIC ASSEMBLY – April 26-30.

* At Mount Royal Hotel, W.1. Apply, UTP. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON: BRITISH WHOLESALE FASHION COLLECTIONS – May.

* Apply, Mr. A. T. Elvy, Apparel and Fashion Industry's Association and The British Fashion Export Group, 92 New Cavendish Street, London, W.1. (Tel. Langham 3353).

LONDON: 3RD NATIONAL CORSETRY, LINGERIE, SWIMWEAR ACCESSORIES EXHIBITION – June 22-24.

* At Celanese House, Hanover Square, London, W.1. Apply, Ernest Rhodes Exhibitions, 274-278 The Corn Exchange. Fennel Street, Manchester 4. (Tel. Deansgate 4607).

HARROGATE: N.A.O. CONVENTION AND EXHIBITION (Men's and Boys' Wear Exhibition) – September 21-23.

* At Exhibition Hall. Apply, National Association of Outfitters, 21 Cavendish Place, Cavendish Square, London, W.1. (Tel. Langham 2981).

LONDON: JUNIOR FASHION FAIR – October 25-28.

* At Horticultural Society's New Hall, S.W.1. Apply, National Children's Wear Association, 40-42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

Transport

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 20-30.

* At Earls Court. Apply, Society of Motor Manufacturers & Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

Travel

LONDON: INTERNATIONAL HOLIDAY & TRAVEL EXHIBITION – January 20-30.

* At Olympia. Apply, Trades Exhibitions Ltd., Exhibition House, 4 Spring Street, London, W.2. (Tel. Ambassador 2886).

Watch and Jewellery

LONDON: INTERNATIONAL WATCH & JEWELLERY TRADE FAIR – September 13-17.

* At Earls Court. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Miscellaneous

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 9-11.

* At Olympia. Apply, 'Cage and Aviary Birds', Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

1966—Specialized

Electrical, including Electronics

LONDON: INTERNATIONAL ELECTRICAL ENGINEERS (A.S.E.E.) EXHIBITION – March 23-30.

† At Earls Court. Apply, Electrical Engineers (A.S.E.E.) Exhibition Ltd., 6 Museum House, 25, Museum Street, London, W.C.1. (Tel. Museum 3450).

Engineering Machinery, Machine Tools

LONDON: GAUGE AND TOOL AND POWER PRESS EXHIBITION – May 2-11.

* At Olympia. Apply, Gauge & Tool Makers' Association, Standbrook House, 2/3 Old Bond Street, London, W.1. (Tel. Hyde Park 3451).

LONDON: MECHANICAL HANDLING EXHIBITION – May 10-20.

† At Earls Court. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

LONDON: INTERNATIONAL CHEMICAL & PETROLEUM ENGINEERING EXHIBITION – June 15-24.

At Olympia. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Foodstuffs, Hotel, Catering

LONDON: INTERNATIONAL HOTEL & CATERING EXHIBITION – January 18-27.

† At Olympia. Apply, Hotel & Catering Exhibition (London) Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

MANCHESTER: NORTH'S FOOD FAIR 32ND GROCERS' EXHIBITION – May 10-21.

† At Belle Vue. Apply, Alban Curtis, M.S.M.A., F.G.I., Grocers' & Allied Trade Exhibition, 392 Corn Exchange, Manchester 4. (Tel. Blackfriars (Manchester) 4969).

Laundry, Dry Cleaning

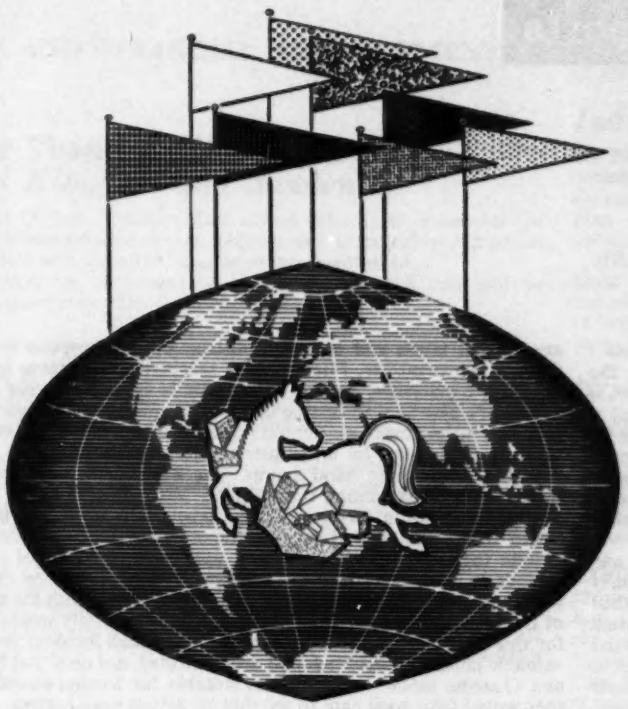
LONDON: INTERNATIONAL LAUNDRY, DRY CLEANING & ALLIED TRADES EXHIBITION – July 14-23.

At Olympia. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel Chancery 9011).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)



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Overseas Trade and Exports

EMPHASIS ON EXPORTS

Export success story of a specialist company

GOOD EXPORT SALESMANSHIP will not consistently sell a bad product – but it has amazing results on a good one. Mr. Stanley Fitch, the managing director of Newman and Guardia Limited, Harlow, Essex, is convinced that anybody with a good specialized product can sell it abroad provided that they visit overseas and cites the example of his own company. Last year 64 per cent of the total output of Newman and Guardia was exported. For 1964 the figure is expected to rise to 80 per cent of a greatly increased sales figure. But no account of the company's progress since the end of the war would be complete without referring to its very forceful sales drive.

Newman and Guardia Limited are manufacturers of film printing and processing equipment and until comparatively recently had virtually no overseas sales. The company started 74 years ago when Arthur Newman in conjunction with his colleague Guardia started a small camera-making business. Newman, a gifted engineer who had worked with William Friese Green, produced his first cine-camera model in 1897 and by the early part of the 20th century the company had a whole range of plate cameras that became known for their 'Rolls-Royce' standards. Over the years Newman & Guardia developed special purpose film printing and processing equipment tailor-made to meet individual customer's requirements.

This line almost completely stopped during World War II when Newman and Guardia devoted almost all their manufacturing capacity to official contracts for special optical and photographic equipment. By the end of 1950 when Mr. Stanley Fitch took over the managing directorship, the firm's workshops in King's Cross, London, were occupied by 17 employees. Total sales for 1950 amounted to £9,600 representing a loss of £3,700.

The first task was to get business for the company. Energetic salesmanship nearly doubled the sales figures to £18,200 in 1951. They rose progressively to £27,000 in 1952 to £36,000 in 1953 and to £45,000 in 1954. Output very soon outgrew the limited manufacturing capacity at King's Cross and in 1953 the company moved to a new 6,300 sq. ft. factory at Harlow in Essex.

Their first large chance came with an Admiralty requirement for a film processing machine which could be man-handled through a 3 ft square hatch and that would develop in four minutes, fix in four minutes and wash and dry in six minutes; all operated by the average sailor. The machine was made to these requirements and, although the Admiralty order fell through after two years' development, five similar machines were then working in the BBC and one with ITV Since then Newman and Guardia have been finding good outlets for their film equipment in television stations throughout the world.

From this beginning the firm's story appears to have been one of continuous progress. The market for Newman and Guardia machines in Britain seemed limited so Mr. Fitch started to explore the scope for sales in other countries. At first he had little knowledge of overseas trade or conditions and little business to follow up, apart from a few tentative inquiries. He found that foreign buyers were delighted to meet a man who was prepared to come and discuss their problems personally, who knew his specialized product thoroughly and who was genuinely anxious to please in regard to delivery dates etc.

There are now Newman and Guardia film processing machines in every television studio in Britain, in at least six commercial laboratories and in several Government research stations. The company's machines have been sold to 49 countries including every European country (except Spain), Commonwealth countries, Russia and at least three other Communist countries.

The enthusiasm which was such a feature of the first export tours has never waned. The company still goes to endless trouble, for example to ensure that labels and operating instructions are properly translated. Once in Portugal Mr. Fitch, always sensitive to reactions about his company's machines, noticed a quick smile as the customer read the labels on a new film processing unit. After some polite pressure he was told that he had made a common linguistic mistake. What should have been the Portuguese for an industrial pump had appeared as 'pompa' meaning a domestic hand pump. The Portuguese customers were diffident about explaining this mistake. They were only too pleased, they said, to find a foreign machine labelled in their own language. When Mr. Fitch wanted to send the offending label straight back to Britain they said that having spent well over a quarter of a million pounds on equipment from various foreign countries and received it all with the labels in the language of the country of origin with the exception of the Newman and Guardia equipment they certainly would not ask for this small mistake to be corrected. This small incident created invaluable goodwill. Mr. Fitch had demonstrated, not only that Newman and Guardia made their products suitable for foreign customers but they would take great care to see that all details were correct.

More recently, four film printing machines were ordered from Yugoslavia, to be delivered ready for an international conference within six weeks of the order. The machines were ready with a matter of hours to spare and were loaded directly on to a chartered aircraft by Newman and Guardia staff to make sure of achieving the deadline.

80 per cent export production

In 1960 the family firm of Beard and Fitch, gear-cutters, joined Newman and Guardia at Harlow. Now the company's factory has grown to 25,000 sq. ft. and when current building operations are complete, they will add another 10,000 sq. ft. to this. There are now 120 employees. The value of sales has been multiplied 16 times since 1950 and, while the total value of exports in 1951 was 12s. 6d. (never paid), Mr. Fitch forecasts that exports for 1964 will be 80 per cent of total production.

Newman and Guardia now make a range of equipment for semiconductor manufacture: five standard models of continuous film printers; three standard models of optical reduction printers and other auxiliary film equipment as well as their main line of 24 different models of film processing machines for all types of film, black and white or colour, that are in continuous production.

During the last year Mr. Fitch has achieved the feat of selling to salesmen with the newest – and in many ways the most exciting – development of Newman and Guardia, through Moviecol Sales Limited. This is the 'Minnorep' an audio-visual sales aid that is virtually a miniature cinema. Weighing only 16 lbs and with measurements of 13 inches by 6 inches by 5½ inches, about the same as a portable tape ecorder, the 'Minnorep' is battery-powered, completely transistorized and will show a black and white or colour sound film of up to eight minutes running time.The film can be stopped at any point for discussion Not the least remarkable aspect of this instrument is the price – £100. It is an ideal way of demonstrating capital equipment and has been responsible for extremely successful sales all over the world. Production lines are being extended as rapidly as possible to cope with a growing volume of orders.

Much stress has been laid in this article on the personal energy and salesmanship of Mr. Stanley Fitch. However, he himself insists that this is not an individual success story, but that the successful operation of the company depends on a perfectly integrated team headed by the Works Director, Mr. L. Howes, the Company Secretary, Mr. F. W. Sylvester and the Heads of Department, extending down to the newest apprentice. Another important aspect is the retention of the family outlook, there being family connections through three generations.

TRADE AND FINANCIAL ARRANGEMENTS

Double Taxation Convention for United Kingdom and Sweden

A REVISED Double Taxation Convention relating to duties on the estates of deceased persons, to replace the Convention signed on July 28, 1960, was signed in Stockholm on October 14.

The Convention is subject to ratification. Its full text will be published shortly by HM Stationery Office.

Poland and Ceylon

IT WAS ANNOUNCED in the Polish press on October 6 that a trade protocol had been signed between Poland and Ceylon on October 5, 1964.

Under this protocol both countries will endeavour to increase trade between them, and it is understood that the Government of Ceylon will arrange to import Polish goods which have so far never been exported to Ceylon, including tools, chemicals and pharmaceutical products.

In return Ceylon will export to Poland copra, asbestos fibre and cocoa. Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2258), quoting reference CRE 7286G.

Morocco and Benelux

THE MOROCCAN *Bulletin Officiel* of September 30, 1964, announced the renewal of the trade agreement between Morocco and Benelux originally signed August 6, 1958, for a period of one year from July 1, 1964.

Bilateral quotas under this agreement are unchanged.

The French text of this announcement may be seen at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

West Germany and Malawi

IT HAS BEEN announced by the Federal German Ministry of Foreign Affairs that agreements on technical co-operation and capital aid were concluded on September 25, 1964, between the Federal Republic of Germany and Malawi.

The agreements provide for the despatch of agricultural specialists to Malawi and for the granting of a credit of DM 10 million to promote tobacco cultivation, to assist the Malawi Development Corporation and to finance the construction of a sewerage system at Blantyre-Limbe. West Germany also proposes to make available 600 tons of fertilizer to Malawi.

The Colombo Plan

THE sixteenth annual meeting of the 22 members of the Colombo Plan is being held in London from November 2-20. Officials will meet during the first two weeks to draft the annual report and exchange views. Ministers will lead the discussions during the third week. The British Prime Minister will address the inaugural session of the ministerial meeting.

A Colombo Plan Exhibition will be held at 6 Burlington Gardens, London, W.1, from November 9-20. It will comprise displays by member countries and will be open from 10 a.m. to 6 p.m. on weekdays and from 10 a.m. to 5 p.m. on the Saturday.

The Colombo Plan is a co-operative effort to develop the economies of the countries of south and south-east Asia. By mid-1963, £4,935 million had been provided in capital and technical assistance of which £405.3 million came from the British Government. In addition there has been substantial British private investment (estimated at £129 million between 1958 and 1962) in the region. Britain has spent £10.5 million on technical assistance – for 5,205 training places, the provision of 530 experts and equipment to the value of £2.8 million.

Indian Institute of Technology

ON November 3 Sir Peter Runge, President of FBI, reported on his recent visit to the Indian Institute of Technology at Delhi. HM Government is providing part of the finance under the Colombo Plan and British industry has already contributed over £260,000 towards the cost of equipment.

HRH the Duke of Edinburgh laid the foundation stone in 1959. Since its opening in 1961, a second appeal for funds from British industry has been launched. The FBI state that 'with its combination of British teaching staff and British equipment it constitutes the most valuable and realistic form of British technical aid to India'.

British commercial representative overseas, Zambia (Lusaka)

MISS M. SCAMMELL has taken up duty as First Secretary (Commercial) at the British High Commission Office in Zambia. Her address is: British High Commission, Waddington Road, Lusaka, Zambia.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 904 of October 23 issue.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

ARGENTINA

Mineral Research for Secretaria de Guerra. December 14. E.S.B. 30838/64.

AUSTRALIA

Transformers for Electricity Commission of New South Wales. (Further Information.) Tender documents now available for loan. E.S.B. 30565/64.*

Brisbane City Council:

Sewage Plant Equipment. November 27. E.S.B. 31036/64.*

Sewage Treatment Equipment. November 27. E.S.B. 31035/64.*

Snowy Mountains Hydro-Electric Authority:

Generator. (Further Information.) Closing date postponed to January 13, 1965. E.S.B. 25356/64.*

Turbine. Closing date postponed to January 13, 1965. E.S.B. 22990/64.*

Postmaster General's Department:

Research Equipment, Scientific. (Further Information.) E.S.B. 28863/64.*

Vending Machines. (Further Information.) E.S.B. 30269/64.*

Thermionic Tubes. (Further Information.) E.S.B. 30270/64.*

Machine Tools. December 17. E.S.B. 31075/64.*

BURMA

Wire for Posts and Telegraphs Department. November 30. E.S.B. 31311/64.*

People's Stores Corporation:

M.S. Angle. December 4. E.S.B. 31393/64.*

M.S. Plate. December 4. E.S.B. 31391/64.*

M.S. Flats. December 4. E.S.B. 31390/64.*

Lift Rope. December 7. E.S.B. 31388/64.*

Sports Equipment. December 8. E.S.B. 31316/64.*

Hand and Machine Tools. November 30. E.S.B. 31314/64.*

Binding Wire. November 26. E.S.B. 30854/64.*

Asphalt. November 26. E.S.B. 30855/64.*

Electrical Equipment. November 30. E.S.B. 31313/64.*

Measuring and Testing Instruments. November 30. E.S.B. 31312/64.*

Metals; Minerals. November 30. E.S.B. 31310/64.*

Tubing. November 26. E.S.B. 30852/64.*

Pipe Fittings. November 26. E.S.B. 30853/64.*

CANADA

Supervisory System for Manitoba Hydro. November 27. E.S.B. 31327/64.*

CEYLON

Diesel Locomotive for Colombo Port Commission. (Further Information.) Tender documents now available. E.S.B. 29298/64.*

Flavouring Essences and Colouring Substances for Milk Board. November 25. E.S.B. 30835/64.

Steam Boilers for Public Works Department. (Further Information.) Tender documents now available. E.S.B. 29592/64.*

Vehicles for Ceylon Petroleum Corporation. November 25. E.S.B. 30836/64.*

Water Distribution System Improvements for Colombo Municipal Council. (Further Information.) Tender documents now available. E.S.B. 30259/64.*

X-Ray Film Equipment for Ministry of Health. (Further Information.) Tender documents now available. E.S.B. 25591/64.*

CHILE

Power Plant Project for Chilean State Power Corporation. (Advance Information.) E.S.B. 30839/64.

COLOMBIA

Sub-Station for Electrificadora de Boliver S.A. December 30. E.S.B. 31076/64.

Ministry of Public Works:

Construction of a Road. November 23. E.S.B. 31305/64.

Fire Fighting Equipment. November 26. Tender documents in Spanish available. E.S.B. 31029/64.*

CONGO, DEMOCRATIC REPUBLIC OF

Pesticides for Depot Central Medical et Pharmaceutique. December 9. Tender documents (in French) available. E.S.B. 30851/64.*

COSTA RICA

Instituto Costarricense de Electricidad:

Copper Cables. December 4. Tender documents (in Spanish) available. E.S.B. 30867/64.*

Steel Valves. November 18. Tender documents (in Spanish) available. E.S.B. 30868/64.*

EGYPT

Green Oxide and Brushes for Inspector General Way and Works Purchases and Stores Department. December 12. E.S.B. 30829/64.

Egyptian Railways:

Freon. November 23. E.S.B. 30825/64.

Copper Wire. November 25. E.S.B. 30826/64.

Wagon Wheels and Axles. November 28. E.S.B. 30827/64.

Track Jacks. December 8. E.S.B. 30828/64.

FORMOSA

Central Trust of China:

Chemical Vibrators; Rock Drills. November 27. E.S.B. 31729/64.*

Compression Sacks. November 20. E.S.B. 30816/64.*

Speed Reducer Equipment. November 23. E.S.B. 30818/64.*

Succinic Acid. November 26. E.S.B. 31713/64.*

Bulldozer. November 25. E.S.B. 31715/64.*

Hot Line Tools. November 27. E.S.B. 31728/64.*

Generator Set. November 23. E.S.B. 31309/64.*

Welding Equipment. November 26. E.S.B. 31319/64.*

Generators; Regulating Equipment. November 21. E.S.B. 31382/64.*

Locomotive Parts. November 30. E.S.B. 31383/64.*

Vegetable Oils. November 27. E.S.B. 31709/64.*

Meters. November 24. E.S.B. 31712/64.*

Hot Line Tools. November 26. E.S.B. 31727/64.*

Level Gauges. November 25. E.S.B. 31381/64.*

Laboratory Instruments. November 25. E.S.B. 31308/64.*

Valves; Elliptical Head. November 27. E.S.B. 31318/64.*

Sulphur. November 26. E.S.B. 31714/64.

Mercury. November 25. E.S.B. 31711/64.*

Pumps; Motors. November 30. E.S.B. 31389/64.*

Ventilating Equipment. (Further Information.) Closing date (on re-issue) November 25. E.S.B. 13298/64.*

FRANCE

Supreme Headquarters Allied Powers, Europe:

Pencils. November 23. E.S.B. 31037/64.*

Stationery. November 23. E.S.B. 31333/64.*

GHANA

Pulp and Paper Mill Project for Ministry of Industries. February 3, 1965. E.S.B. 13932/64.*

GREECE

Harbour Lights for Ministry of National Defence. November 18. E.S.B. 30896/64.*

Ministry of Trade:

Rubber Tyres. December 15. E.S.B. 30899/64.*

Steel Pipes and Plates; Pumping Plant. (Further Information.) Closing date postponed: (Steel Pipes and Plates) October 31. (Pumping Plant) November 30. E.S.B. 21951/64.*

HONG KONG

Tyres and Tubes for Tender Board. November 20. E.S.B. 31336/64.*

INDIA

Cable for Koyna Hydro Electric Project. December 23. E.S.B. 31342/64.

China Clay Powdering Machine for Kerala Ceramics Ltd. November 20. E.S.B. 31046/64.

Diesel Locomotives for National Mineral Development Corporation Ltd. December 22. E.S.B. 31368/64.

Hoists for Mechanical Stores Division, Dapuri. November 30. E.S.B. 31369/64.

Iron Castings for High Tension Insulator Factory. (Further Information.) Closing date postponed to November 30. E.S.B. 25599/64.*

Plate Shearing Machine for Hindustan Shipyard Ltd., (Further Information.) Tender documents now available. E.S.B. 29507/64.*

Suction Cutter Type Dredger for Gujarat Electricity Board. (Further Information.) Closing date postponed to December 7. E.S.B. 29114/64.*

Transformers for Maharashtra State Electricity Board. November 28. E.S.B. 31343/64.

Water Circulating System for Madras State Electricity Board. (Further Information.) Closing date postponed

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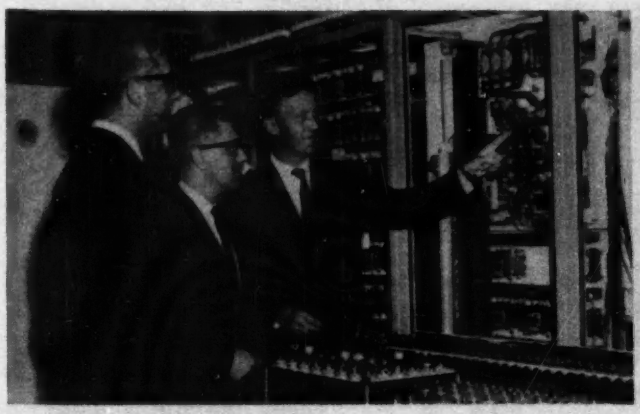

Two directors of Talleres Tubio SACIF at the Bedford works of Brookhirst Igranic (MI Group). They were Mr. J. R. Tubio (extreme left) and Mr. A. R. Cocino (centre), here viewing controls for a transfer machine in the motor car industry.

The one millionth Preformed Dead End despatched from the Andover Works of Preformed Line Products (Great Britain) Ltd., since the factory opened in 1959.

to November 24. Also amendments to specification. E.S.B. 20591/64.*

Workshop Equipment for U.P. State Electricity Board. December 15. E.S.B. 31367/64.

Atomic Energy Establishment:
Couplings. November 30. E.S.B. 31081/64.
Flow Transmitter. November 25. E.S.B. 31360/64.
Measuring Instruments. (Further Information.) Tender documents now available. E.S.B. 30247/64.*
Recording Equipment. (Further Information.) Tender documents now available. E.S.B. 30246/64.*
Microvoltmeter. November 25. E.S.B. 31359/64.
Oxy-Acetylene Cutter. December 10. E.S.B. 31080/64.
Pump. November 25. E.S.B. 31357/64.*

IRAN

Field Telephones; Bulbs; Cutting Tips for Iranian State Railways. January 6, 1965. E.S.B. 30886/64.*
Steel Balls and Slips for Iran Factories Co. December 16. E.S.B. 31072/64.*

Ministry of P.T.T.:
Iron Beams. December 6. E.S.B. 31019/64.*
Telephones. November 24. E.S.B. 31021/64.*

IRAQ

Liquid Mechanical Foam Compound for Government Oil Refineries Administration. (Further Information.) Tender documents now available. E.S.B. 30382/64.*
Wireless Equipment; Battery Charging Sets for Ministry of Finance. (Further Information.) Tender documents now available for loan. E.S.B. 28092/64.*

Iraqi Ports Administration:
Cables. December 7. E.S.B. 31053/64.
Electric Poles. December 3. E.S.B. 31052/64.
Lamps. November 26. E.S.B. 31054/64.
Table Fans. November 26. E.S.B. 31056/64.

General Drugs and Chemicals Imports and Distribution Co.:
Drugs. December 15. E.S.B. 31065/64.
Drugs. December 15. E.S.B. 31066/64.
Paraffin Items. November 30. E.S.B. 31068/64.
Bottles. November 30. E.S.B. 31070/64.

Ministry of Municipal and Rural Affairs:
Electrical Sets. December 15. E.S.B. 31060/64.
Fuse Carriers and Elements. November 24. E.S.B. 31067/64.
Lead Seals and Wires. November 24. E.S.B. 31058/64.
Water Supply Scheme. Tender documents now available. E.S.B. 28855/64.*
Wooden Extension Ladders. November 24. E.S.B. 31059/64.

IVORY COAST

Vehicles; Refrigerators; Furniture; Electrical Equipment for Ivory Coast Chamber of Commerce. December 10. E.S.B. 31733/64.

JORDAN

Constructional Project for Jordan Development Board. (Advance Information.) January 15, 1965. E.S.B. 30864/64.
Generator for Jordan Electric Power Co. November 28. E.S.B. 30863/64.

KENYA

Cranes for East African Railways and Harbours. Closing date not known. E.S.B. 31324/64.

LEBANON

Hydro-Electric Equipment for Office National du Litani. December 1. Tender documents (in French) available. E.S.B. 31026/64.*

MALAYSIA

Centrifugal Pumps for Ministry of Defence. November 27. E.S.B. 30566/64.*
Power Station Construction for Government Electrical Dept., Brunei. November 30. E.S.B. 31354/64.

Central Electricity Board:
Electrical Equipment. December 14. E.S.B. 31014/64.
Power Station Equipment. November 20. E.S.B. 31047/64.

MOZAMBIQUE

Ports, Railways and Transport Dept.:
Hoisting Vehicle. November 27. E.S.B. 30844/64.
Railway Points. November 30. E.S.B. 30843/64.

NETHERLANDS

Construction of Viaducts for Directorate of Waterways. November 24. E.S.B. 30842/64.

NEW ZEALAND

Cables for Dunedin City Corporation Electricity Department. December 14. E.S.B. 31064/64.
Railway Wagons for Government Railways Department. (Further Information.) Tender documents now available. E.S.B. 30582/64.*
Steel Wire Ropes for Auckland Harbour Board. November 24. E.S.B. 30580/64.*
Transformers for New Zealand Electricity Dept., Wellington. February 16, 1965. E.S.B. 31378/64.*
Transformers for Waitaki Electric Power Board. December 18. E.S.B. 31336/64.*
Water Treatment Plant for Whangarei Borough Council. November 30. E.S.B. 31331/64.*
Cable for Municipal Electricity Department, Christchurch. November 24. E.S.B. 31332/64.*

Municipal Electricity Department, Wellington:
Cable. November 26. E.S.B. 31386/64.*
Ring Main Units. November 24. E.S.B. 31387/64.*

General Post Office, Wellington:
Pliers. November 27. E.S.B. 31335/64.*
Power Inverters. November 27. E.S.B. 31426/64.*
Resistors, Condensers and Capacitors. December 3. E.S.B. 31370/64.*
Radio Equipment. December 7. E.S.B. 31380/64.*
Rubber Date Stamps. November 26. E.S.B. 31379/64.*

PAKISTAN

Air Conditioners for West Pakistan Railway Board. (Further Information.) Tender documents now available. E.S.B. 30265/64.*
Pharmaceuticals for Hutchinsons Ltd. Closing date not known. E.S.B. 31013/64/D.L.F.

PHILIPPINES

Water Treatment Plant and Sewage Plant Equipment for National Power Corporation. November 27. E.S.B. 31613/64.*

SOUTH AFRICA

Locomotives for South African Iron and Steel Industrial Corporation Ltd. December 10. E.S.B. 30559/64.*

Transvaal Provincial Tender Board:
Drilling Equipment. November 30. E.S.B. 30860/64.*
Engine Testing Equipment. November 30. E.S.B. 30861/64.*

South African Railways:
Mobile Crane. November 27. E.S.B. 31329/64.*
Mobile Cranes. December 11. E.S.B. 31330/64.*
Welding Machines. December 11. E.S.B. 31328/64.*

State Tender Board:
Hypodermic Needles. November 24. E.S.B. 31400/64.*
Jet Dispersion Valves. Closing date postponed to November 19. E.S.B. 29198/64.*
Film Projectors. November 23. E.S.B. 31096/64.*
Incubators. November 20. E.S.B. 31093/64.*
Winches. November 19. E.S.B. 31091/64.*
Sluice Gates. November 19. E.S.B. 31097/64.*
Balances. November 30. E.S.B. 31099/64.*
Radar Spares. November 18. E.S.B. 31301/64.*
Signal Generator. November 18. E.S.B. 31302/64.*
Drying Ovens. November 18. E.S.B. 31321/64.*
Bottles. November 30. E.S.B. 31322/64.*
Micrometers and Gauges. November 21. E.S.B. 31323/64.*
Vehicles. November 19. E.S.B. 31087/64.*

SOUTHERN RHODESIA

Portable Loadmeters for Southern Rhodesia Government Tender Board. November 26. E.S.B. 30877/64.*

SPAIN

Office Machinery for Direccion General de Correos y Telecomunicacion. (Further Information.) Closing date is November 30. E.S.B. 30360/64.
Port Repairs for Comision Administrativa, Grupo de Puertos. November 19. E.S.B. 31007/64.
Road Repair and Construction Works for Junta de Obras y Servicios del Puerto. Closing dates November 21, December 15. E.S.B. 31008/64.

SUDAN

Sudan Railways:
Machine Tool. November 26. E.S.B. 31375/64.*
Furnace. November 30. E.S.B. 31376/64.*
Moulding Machines. November 24. E.S.B. 31374/64.*
Air Compressors. November 30. E.S.B. 31377/64.*

THAILAND

Adzing and Drilling Machine for State Railway of Thailand. December 1. E.S.B. 31063/64.*

TRINIDAD AND TOBAGO

Radio Communication System for Trinidad and Tobago Electricity Commission. December 17. E.S.B. 31206/64.*

TRIPOLI

Storage Tank for Electricity Corporation. November 28. E.S.B. 31396/64.

(*Continued on next page*)

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TUNISIA

Machinery for Hosiery Plant for Societe Generale de l'Industrie de Confection. Closing date not known. E.S.B. 30819/64.*

TURKEY

Epidiascope for The State Hydraulic Works. November 18. E.S.B. 31049/64.*

Laboratory Crushers for Karabuk Iron and Steel Works. November 20. Tender documents (in Turkish) available. E.S.B. 30857/64.*

Refractory Materials Plant for Sumer Bank, Ankara. December 31. E.S.B. 31372/64.*

Magnetic Tapes for Turkish Radio-Television Broadcasting Administration. December 1. E.S.B. 31051/64.*

Denizcilik Bankasi T.A.O.:

Tractor. November 24. E.S.B. 31090/64.*

Electrometers. November 20. E.S.B. 31085/64.*

UNITED STATES OF AMERICA

Generators for City of Tacoma. December 14. E.S.B. 31096/64.*

Switchgear and Distribution Equipment for Bureau of Reclamation, Denver. November 19. E.S.B. 30859/64.*

Turbines for U.S. Army Engineer District, Oklahoma. November 19. E.S.B. 31732/64.*

VIETNAM

Centrifugal Separation Equipment for E.T.S. Buy Duy Can. November 30. Tender documents now available for loan. E.S.B. 30865/64/D.L.F.*

Ring Twister for Vietnam Synthetic Fabrics Co. November 27. E.S.B. 31012/64/D.L.F.*

Welding, etc. Equipment for Central Purchasing Authority. November 18. E.S.B. 31399/64.*

ZAMBIA

Injections for Central Supply and Tender Board. November 27. E.S.B. 31734/64.*

The West Bromwich printing firm of Kenrick & Jefferson Ltd., recently shipped 41 cases of colourful advertising print to Tanganyika. Orders placed earlier this year comprised five tons of maps, publicity calendars, advertising brochures and envelopes with a total value exceeding £4,000. The print is part of a tourist attraction campaign staged by The Tanganyika National Tourist Board.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Algeria
Inquiry for marble quarrying equipment. (E.S.B. 31154/64.)

Australia
Agency inquiry for bar equipment and accessories, catering equipment, rubber sheeting. (E.S.B. 7343/64.)
Agency inquiry for lawn mowers. (E.S.B. 30791/64.)
Inquiry for water softener valves. (E.S.B. 26125/63.)
Agency inquiry for toys. (E.S.B. 30752/64.)
Inquiry for heat exchangers. (E.S.B. 30458/64.)
Inquiry for confectionery, foodstuffs; hardware; stationery. (E.S.B. 30763/64.)
Inquiry for centrifugal pumps, fodder conservation equipment. (E.S.B. 30749/64.)
Manufacture under licence-chemical products. (E.S.B. 30906/64.)

Bolivia
Inquiry for carbide lamps, rubber boots; wheelbarrows. (E.S.B. 31543/64.)

Canada
Agency inquiry for clearing supplies; sanitary products. (E.S.B. 30741/64.)
Agency inquiry for vacuum cleaners. (E.S.B. 30649/64.)
Agency inquiry for blowers. (E.S.B. 31535/64.)
Agency inquiry for aquarium supplies; biological specimens; laboratory equipment and apparatus. (E.S.B. 30767/64.)
Inquiry for motor cycle parts and accessories; protective clothing for motor cyclists. (E.S.B. 30933/64.)
Inquiry for ashtrays; glasses. (E.S.B. 29047/64.)
Inquiry for driving instruction systems. (E.S.B. 30787/64.)

Costa Rica
Inquiry for metal cutting machines. (E.S.B. 31186/64.)
Inquiry for building materials; electrical equipment and appliances; hardware; plumbing and sanitary fixtures; tools. (E.S.B. 31452/64.)

Cyprus
Agency inquiry for sanitary towels; sheets; surgical dressings. (E.S.B. 40224/63.)

Ecuador
Inquiry for hydraulic jacks. (E.S.B. 30184/64.)

Egypt
Inquiry for toiletries. (E.S.B. 30837/64.)

Fiji
Agency inquiry for confectionery; footwear; suitings. (E.S.B. 29982/64.)

Finland
Agency inquiry for snow blowers. (E.S.B. 30963/64.)

Formosa
Inquiry for testing equipment for wool top making mill. (E.S.B. 29676/64.)

France
Agency inquiry for clothing presses and accessory equipment. (E.S.B. 31245/64.)
Agency inquiry for toys. (E.S.B. 27274/64.)
Agency inquiry for knitwear; ready-to-wear suits. (E.S.B. 22856/64.)
Agency inquiry for paint spraying machines. (E.S.B. 30996/64.)
Agency inquiry for plastics sheeting; skins; straw materials. (E.S.B. 31132/64.)
Inquiry for stainless steel screws. (E.S.B. 31121/64.)
Inquiry for nuts and bolts. (E.S.B. 27205/64.)
Inquiry for draughtsman's stool; graphic art equipment. (E.S.B. 14049/64.)

Germany, Federal Republic of
Agency inquiry for office machinery. (E.S.B. 31231/64.)
Agency inquiry for woollen materials. (E.S.B. 30774/64.)
Agency inquiry for worsteds. (E.S.B. 30785/64.)
Agency inquiry for quicksilver oxide. (E.S.B. 31502/64.)
Inquiry for endotracheal tube. (E.S.B. 30931/64.)
Inquiry for aluminium camping stools (E.S.B. 30902/64.)
Inquiry for plastics trays. (E.S.B. 30710/64.)
Inquiry for motor boat fittings. (E.S.B. 31454/64.)
Inquiry for liquid plastics. (E.S.B. 31131/64.)
Inquiry for chamois leathers. (E.S.B. 30981/64.)
Inquiry for leather. (E.S.B. 30750/64.)
Inquiry for television and tape recording equipment. (E.S.B. 31188/64.)
Inquiry for electrically operated car aerials; machines for the manufacture of screws and nails. (E.S.B. 30936/64.)
Manufacture under licence—chemical apparatus and containers. (E.S.B. 30947/64.)
Building Display Centre. (E.S.B. 28120/64.)

Ghana
Inquiry for grinding machine. (E.S.B. 31190/64.)

Honduras, Republic of
Inquiry for shoe-making machinery. (E.S.B. 31219/64.)
Inquiry for buses. (E.S.B. 30407/64.)

Hong Kong
Agency inquiry for blankets. (E.S.B. 30782/64.)

India
Inquiry for spares and component parts for construction and earth moving equipment. (E.S.B. 31134/64.)

Iran
Inquiry in respect of harbour and dredging work. (E.S.B. 28877/64.)
Inquiry for diesel engines, pumps. (E.S.B. 31286/64.)
Joint venture—films. (E.S.B. 22062/64.)

Israel
Agency inquiry for electronic accessories, machinery, welding wire. (E.S.B. 31146/64.)
Agency inquiry for hand tools; measuring instruments; welding machinery; woodworking machinery. (E.S.B. 31294/64.)
Agency inquiry for television sets. (E.S.B. 31416/64.)
Agency inquiry for electrical domestic appliances; glass tableware. (E.S.B. 31412/64.)
Agency inquiry for rope making materials; projectors; test bench. (E.S.B. 9703/64.)
Agency inquiry for electric motors; domestic electrical equipment. (E.S.B. 30635/64.)
Inquiry in respect of aluminium tube factory. (E.S.B. 31516/64.)
Inquiry for radio transmitters and receivers. (E.S.B. 31441/64.)
Inquiry for insecticides machinery and plant. (E.S.B. 31215/64.)
Inquiry for iron and steel; metal working machinery. (E.S.B. 31407/64.)

Italy
Agency inquiry for suitcases; shirtings; worsted fabrics. (E.S.B. 9723/64.)
Agency inquiry for toys. (E.S.B. 31320/64.)
Agency inquiry for abrasives; engineers and small tools; general hardware. (E.S.B. 30722/64.)

Jamaica
Agency inquiry for footwear manufacture materials; lightweight cloths; towelling. (E.S.B. 30150/64.)
Inquiry for vehicle washing units. (E.S.B. 31289/64.)

Japan
Agency inquiry for gardening equipment. (E.S.B. 30756/64.)

Kenya
Agency inquiry for textiles. (E.S.B. 31133/64.)

Kuwait
Revised Tendering Procedure.

Lebanon
Inquiry for equipment and raw materials for new industries. (E.S.B. 1406/64.)

Madeira
Inquiry for china, earthenware. (E.S.B. 30783/64.)

Malaysia
Agency inquiry for domestic electrical equipment and appliances. (E.S.B. 31208/64.)

Morocco
Inquiry for mine locomotives. (E.S.B. 31141/64.)

Netherlands
Market report on motor propelled pleasure craft. (E.S.B. 29799/64.)

New Zealand
Agency inquiry for furnishing fabrics. (E.S.B. 31287/64.)
Agency inquiry for textiles. (E.S.B. 28713/64.)
Agency inquiry for machine tools. (E.S.B. 30742/64.)

North America
Visits of department store buyers. (E.S.B. 506/64.)

Pakistan
Inquiry for chemical machinery. (E.S.B. 31423/64.)
Inquiry for ceramics for electrical equipment – further information. (E.S.B. 26589/64.)

Persian Gulf
Inquiry for baby foods. (E.S.B. 30779/64.)

Poland
Inquiry for consumer goods; foodstuffs; ships stores (E.S.B. 31151/64.)

Poland/Ceylon
Trade Agreement. (C.R.E. 7286.G.)

Portugal
Inquiry for food processing plant. (E.S.B. 31101/64.)
Inquiry for spinning mills. (E.S.B. 30709/64.)
Inquiry for textile machinery. (E.S.B. 30708/64.)
Manufacture under licence agricultural equipment (E.S.B. 31459/64.)

Southern Rhodesia
Agency inquiry for Easter eggs. (E.S.B. 31451/64.)
Inquiry for hand tools. (E.S.B. 30189/64.)
Inquiry for seals; steel strapping. (E.S.B. 31187/64.)
Agency inquiry for alarm systems; scissors; moulds for sinkers and weights; suitcases; tape recorders; textiles; toys. (E.S.B. 30966/64.)

Spain
Inquiry for catering machinery. (E.S.B. 30909/64.)

Sudan
Inquiry for industrial chemicals. (E.S.B. 28769/64.)

Sweden
Agency inquiry for plastics consumer goods; toy pistols. (E.S.B. 29079/64.)
Agency inquiry for zinc oxide. (E.S.B. 30625/64.)
Inquiry for fish. (E.S.B. 31263/64.)

Switzerland
Agency inquiry for carpets. (E.S.B. 31259/64.)
Agency inquiry for furniture. (E.S.B. 31212/64.)
Agency inquiry for anoraks; beachwear; swimwear. (E.S.B. 30769/64.)
Inquiry for air cooled motors. (E.S.B. 30760/64.)
Inquiry for electrodes. (E.S.B. 31472/64.)

Syria
Inquiry for cigarettes. (E.S.B. 31135/64.)

Trinidad
Agency inquiry for earthenware pipes; furniture manufacturing machinery; steel products. (E.S.B. 31174/64.)
Inquiry for car washing plant. (E.S.B. 30945/64.)

Turkey
Joint venture – establishment of electronics industry. (E.S.B. 30931/64.)

United States of America
Inquiry for pottery. (E.S.B. 13945/64.)
Inquiry for kipper snacks; sardines. (E.S.B. 30498/64.)
Inquiry for goatskin. (E.S.B. 29377/64.)
Inquiry for cigarette cases. (E.S.B. 31278/64.)

Uruguay
High tension transmission line. (E.S.B. 30348/64.)

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Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Forging press order from India
Davy and United Engineering Ltd., Sheffield, a member of the Davy-Ashmore Group, have won a contract from Mahindra Ugine Steel Co. of Bombay, for the supply of a £120,000 forging press plant for the cogging of alloy steel ingots prior to rolling.

DC9 simulator for Canada
In competition with North American companies, Redifon Ltd., Crawley, secured a contract from Air Canada for the first digital flight simulator for the new Douglas DC9 aircraft. It will be installed at the Dorval Airport, Montreal.

Hong Kong buys ferry engines
Orders worth £53,700 have been booked by Crossley Brothers Ltd., to supply the main propulsion machinery for two ferry vessels to be operated by Hong Kong and Yaumati Ferry Co.

Scientific instruments for China
Dawe Instruments Ltd., London, have signed contracts in Peking to supply audio analysis equipment, ultrasonic flaw detectors, noise generators and ultrasonic processing equipment.

Hungary orders implosion guards
Chemolimpex, the Hungarian state buying organization for chemicals, has placed a repeat order with Rolinx Ltd., Wythenshawe, for 12,000 23 inch television implosion guards.

South African road haulers contract
Ten Contractor high speed long distance road haulers made by Scammell Lorries Ltd., Watford, have been ordered by South African Railways.

Marine works for Irish power station
Marine works for the Great Island Generating Station in County Wexford are to be constructed by Cementation Group, London, under a contract worth approximately £600,000 for the Electricity Supply Board of the Republic of Ireland.

Bulgarian polythene plant
In one of the largest deals completed between Bulgaria and Britain, Simon-Carves Ltd., in conjunction with ICI have contracted to supply plant for the production of polythene using the ICI high-pressure process. Total value to Simon-Carves and ICI is in excess of £4 million.

Fertilizer granulating plant
Spencer (Melksham) Ltd., a member of the Elliott-Automation Group, have received a £500,000 contract from Goulding Fertilizers (Dublin) Ltd., to design, manufacture and install the granulating plant which forms part of the fertilizer complex at East Wall, Dublin.

Finns buy cars
The British Motor Corporation Ltd., Birmingham, have received an order from Finland for 400 Mini saloons worth £150,000.

Baggage moved at Cairo
Rownson Conveyors Ltd., London, have planned, designed, manufactured and installed a £17,000 baggage conveying system at Cairo airport.

Nigerian order for locomotives
A £2,200,000 contract for 29 1,400 h.p. locomotives for the Nigerian Railways Corporation has been won by Associated Electrical Industries Ltd., Manchester, who as main contractor will supply the electrical equipment. Diesel engines will be supplied by Sulzer Bros. (London) Ltd., and mechanical parts by Metropolitan-Cammell Carriage and Wagon Co. Ltd. The order was obtained in the face of strong international competition.

Tug for Ceylon
A 650 ton tug for servicing berthing ships in Colombo harbour and for operation outside harbour in monsoon has been supplied by Richard Dunston (Hessle) Ltd.; value is about £200,000.

Hungarian grinding contract
A £22,000 contract for a billet grinding machine, dust extraction equipment and spare parts has been placed with Brooks (Oldbury) Ltd., by Nikex, the Hungarian trading company for products of heavy industry.

Dryer for Danish printing
An Offen dryer ordered by the A.B. Printing Equipment Co. of Solna, Sweden, and manufactured by Carrier Engineering Co. Ltd., London, will be installed on a web offset press in Copenhagen.

Swedish ship stable
Swedish State Railways have specified stabilizer equipment made by Sperry Gyroscope Co. Ltd., Brentford, for their new 6,900 ton ferry now building with Uddevallavervet AB.

Repeat order from Australia
Valued at £4 million, two more 200 MW. steam turbo-generator sets for installation in the third stage of the Hazelwood power station, Australia, have been ordered by the State Electricity Commission of Victoria from C. A. Parsons & Co. Ltd., Newcastle-upon-Tyne.

Radio equipment for Indian vessels
Eleven cargo vessels owned by the Shipping Corporation of India Ltd., have been fitted with radio equipment by AEI, London.

Radar simulator for New Zealand
Radifon Ltd., Crawley, are to supply a transistorized precision approach radar simulator to the New Zealand Civil Aeronautical Authority for air traffic control training.

More TV equipment ordered by New Zealand
The New Zealand Broadcasting Corporation has orderd another presentation switching equipment system from EMI Electronics Ltd., Hayes, to extend studio facilities at Christchurch. Similar systems were supplied by EMI for Auckland and Wellington.

Test gear exports
Heenan & Froude Ltd., Worcester, have received through Francis Shaw & Co., of Manchester, orders for a tyre test plant to be supplied to Yugoslavia; a PT21 dynamometer for Hispano Suiza of France for testing Rolls Royce Tyne aero engines; three test rigs for the Ford Motor Co., of Antwerp. Air India have ordered conversion equipment to enable the plant they ordered last year to handle Pratt and Whitney jet engines as well. Total value of the orders is about £50,000.

Tyre automation in Czechoslovakia
Simon Handling Engineers Ltd., have contracts worth about £1 million and £90,000 for the supply of complete automatic handling, proportioning and processing plants for a tyre factory at Puchey, and the Partizanske rubber footwear factory.

Tug order from Sweden
Cochrane and Sons Ltd., Selby, have obtained an order from Sweden's Red Tug Fleet for the building of a seagoing icebreaker salvage tug.

Freezer in Danish ship
J. & E. Hall Ltd., Dartford, have received from Det Ostasiatiske Kompagni of Copenhagen for two of the largest marine refrigerated cargo containers to be built to Lloyd's specifications.

Belting for Canada
Against intensive competition BTR Industries Ltd., London, have obtained an order for 2½ miles of Pluvicor fire-resistant conveyor belting for installation in the Saskatoon mine of the Potash Co. of America.

Export Tours

Advertising agent's African tour

Mr. Henry Pomeroy, overseas manager of Pritchard Wood & Partners Ltd., left on October 30 for a visit to Nigeria, South Africa, East Africa, Zambia and Rhodesia. During his trip he will discuss with the local sales representatives of clients and associated advertising agencies, the various sales problems of clients serviced in these areas by PWP. He will also assess the market potential for products made by clients who are not currently exporting to the African continent.

Visit to Peking
Mr. B. A. Gomm, general regional sales manager the Perkins Group (F. Perkins Ltd.), Peterborough has recently left Britain to visit Hong Kong, Peking, Japan and Korea. One of his main objects is to attend the Peking Fair, where a range of eight Perkins diesel engines are being exhibited. Before he left Peterborough, Mr. Gomm said, 'The People's Republic of China obviously represents a vast market for our engines and we are very hopeful that this fair could provide the start of an extension of our business in this area. We have already sold a number of engines to the Republic this year.'

Tour of India and Pakistan
Mr. J. R. Rampton, export sales manager of Dewrance and Co. Ltd., is visiting the company's agents in India and Pakistan for a tour of several weeks, which commenced October 13. The purpose of his visit is to promote further the sales of Jones Tate electrical valve actuators, also Dewrance valves and boiler mountings.

Contractors' plant in Middle East
Mr. M. Lansdell, export manager of Millar's Machinery Co. Ltd., Bishop's Stortford, Herts. plans to arrive in Beirut on November 13 to begin a tour of the Middle East. He will investigate the market for his company's range of contractors' equipment; chiefly asphalt mixers, concrete mixers, asphalt plant and Wellpoint dewatering equipment.

Laboratory equipment for Far East
Mr. O. Gregory, overseas marketing manager of Griffin and George Ltd., Alperton, Middlesex, left the UK on November 3 for a Far Eastern sales tour, of Hong Kong, Thailand,

Burma, Nepal and Afghanistan. He also intends to visit Turkey, Persia and India en route. Griffin and George Ltd., are manufacturers of laboratory equipment and apparatus for education, research and industry.

Clocks for public buildings

Mr. P. N. Haward, director of Thwaites and Reeds Ltd., London, E.C.1., will be visiting New York from November 26 to December 17. Thaites and Reeds Ltd., claim to be the oldest firm of clock manufacturers in Britain, with a history dating back to 1740 and while he is in New York, Mr. Haward will prepare the installation of a clock supplied to the City Hall at Rye, New York State. The clock, which has four 5-ft diameter faces, has a 13 ft. pendulum and mechanism weighing about ¾ ton.

Mr. G. Buggins, the company's managing director will supervise the installation of another large clock—a Westminster quarter chiming turret clock—at Khartoum Cathedral during a sales promotion tour he is undertaking in early January. During this tour, Mr. Buggins will visit Rome, Athens, Istanbul, Beirut, Damascus, Amman, Cairo, Khartoum, Lagos, Accra, Freetown and Teneriffe. Thwaites and Reeds have expanded their export sales considerably in recent years and exports have risen from 3 per cent of new clock turnover three years ago to 25 per cent.

Travelling export agents

Mr. R. A. Grant, general manager of A. Ronai Ltd., London, E.C.4, left London on November 3 to visit Sudan, the Trucial States, Muscat, Qatar and Jordan. Mr. J. D. Copperthwaite, sales manager, is visiting Saudi Arabia and Bahrain during November and December. A. Ronai Ltd., are travelling export agents and claim to represent over 200 British manufacturers in various parts of the world.

Laboratory furniture sales trip

Mr. H. R. Black, sales manager of Griffin-Grundy Ltd., Uxbridge, Middlesex, left London on October 28 to begin a visit to Greece and the Middle East. Mr. Black is primarily making this trip as a sales tour for the range of laboratory furniture manufactured by his company and will also visit the company representatives in these areas.

Round the world business tour

Mr. Arthur Bryan, managing director of Josiah Wedgwood and Sons Ltd., left London Airport on October 2 on the first leg of an eight week round the world business tour. Mr. Bryan will go first to New York, then to San Francisco and from there to Honolulu. From Honolulu Mr. Bryan goes to New Zealand on November 3. He arrives in Australia on November 13 where he will stay for three weeks at Wedgwood's Sydney sales office. In a statement before he left Mr. Bryan said: 'Wedgwood is currently exporting 60 per cent of total production and all markets are buoyant although competition is increasing rapidly.'

Australian business trip

Mr. R. Allen, director and general manager of AEI-Herr Ltd., Erdington, Birmingham has just concluded a successful round business trip of Australia, Japan and America. He brought back to England from the Cozamonwealth Steel Co. Ltd. of Australia an order valued at approximately £400,000. The contract is for the supply and installation of a process line for the bright annealing of stainless steel strip.

Eastern business tour

Mr. J. N. Roberts, sales manager of Preformed Line Products (Great Britain), Andover, will be leaving England on November 11 for a tour of the Near, Middle and Far East. The purpose of Mr. Roberts' journey, which will include Iran, Pakistan and India, is to keep up contacts with the company's agents and engineers of the electricity undertakings, railways, postal and telegraph departments. Mr. Roberts expects to return just before Christmas.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **chain and chains.** (Tariff Item 194 (A) (2) (a) and (c)).

This reference is of Departmental origin.

Details of the Tariff Item under which the above-mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian Currency: £A125 = £100 Sterling.

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
194	(A) Iron and steel chain, including attachment repair or other links therefor: (2) Machine driving; sprocket; link belting: (a) Roller bush or inverted tooth types, whether or not also designed for conveying or elevating goods or materials, bicycle chain . . . *ad val*	27½%	45%	50%
	*(b) Wholly or partly of malleable cast iron, not covered by sub-paragraph (a). . . per lb.	1d.	2½d.	2½d.
	or *ad val.* whichever rate returns the higher duty	20%	45% Primage Duty	45%
	(c) Designed for conveying or elevating goods or materials, not covered by sub-paragraph (a) or (b) . *ad val.*	5% / 27½%	10% / 45%	10% / 50%

* This sub-paragraph is shown for information only; it does not form part of the reference.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than November 24.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 14345/64.

Tariff changes

CHANGES have been made in the Australian Tariff affecting the rate of duty payable on (a) electrical generators and rotary converters, (b) elastomeric fabrics and (c) fish in airtight containers.

Full details of these changes will be published as soon as possible and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DIAPHRAGMS: Of Persian sheepskin leather for domestic type gas meters	180 (B) (2) (a)	Free
TIMBER: Logs in the rough, including those roughly squared or half-squared but not further manufactured		
Lignum Vitae, otherwise classifiable under Tariff Item 291 (C) (3)	449 (A) (1)	Free

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL APPLIANCES AND MATERIALS: Bus bar, isolated phase . . . . . Note.—This decision covers isolated phase bus equipment, of tubular form supported on insulators with porcelain bushings and mounted within a tubular enclosure, of the type used for conveying electrical energy from large power generators to their associated transformers.	180 (F)	17½% *ad val.*
FOOTWEAR (Complete) Ski boots . . . . . Note.—Ski boots in sizes exceeding size 1 in the second series of footwear sizes or the equivalent, coming within the ambit of Item 329(B)(3), which are in stylings suitable for either males or females are, by application of actions 138 of the Customs Act, classifiable under Item 329(B)(3)(a).	329 (B)	Various
VEGETABLES: Peas, dried, pricked, slit or subjected to any similar process designed to facilitate dehydration and subsequent rehydration . .	101 (A)	1s. 6d. per lb.
WASHERS: Dished, also called steel disc springs (Illustration to Collectors)	181 (C) (2)	30% *ad val* less 3s. 6d. per cwt. or as an alternative to the above composite rates 10% *ad val* whichever rate returns the higher duty.

Note: Specific rates are shown in Australian currency £A125 = £100 Sterling.

MALAYSIA (SINGAPORE)

Import of glutamic acid

THE BOARD OF TRADE have been informed by cable that the Prohibition of Imports (Glutamic Acid) Order, 1964, which was published in a *Government Gazette* extraordinary on October 24,

1964, prohibits the importation into Singapore from all (underlined) sources (including the States of Malaysia) of glutamic acid with effect from the aforementioned date.

Specific import licences, however, will be issued, on application, for consignments which are to be imported for the purpose of re-export to a destination outside Singapore.

Letters of credit for the aforesaid consignments should not be established and orders with suppliers of such goods should not be made until an appropriate import licence is first obtained from the Controller and Registrar of Imports and Exports, Singapore.

Importers who established irrevocable letters of credit for glutamic acid before October 24, 1964, were required to register such letters of credit with the Controller and Registrar of Imports and Exports, in Singapore within one week of October 24.

Consignments afloat will be permitted to be imported into Singapore provided the relevant bills of lading show that the goods were shipped from the exporting country before October 24, 1964.

Tariff Advisory Board

A NOTICE under the above heading appeared in the *Board of Trade Journal* issue of October 30, 1964 (page 977). The published list of items to be considered for protective duties by Malaysia is as follows:

GROUP A

Tyres and tubes. Plates, sheets and strip of unvulcanized natural or synthetic rubber. Unvulcanized natural or synthetic rubber in other forms or states, including rods, tubes and profile shapes, solutions, dispersions and compounds, and articles of unvulcanized natural or synthetic rubber including impregnated textile thread, unvulcanized rubber adhesives on backings of any material including vulcanized rubber rings and discs. Vulcanized rubber thread and cord, whether or not textile covered and textile thread covered or impregnated with vulcanized rubber. Rubber flooring tiles. Foam rubber not made up into manufactured articles. Plates, sheets, strip, rods and profile shapes of unhardened vulcanized rubber other than tiles and foam rubber. Rubber hose for industrial uses. Other piping and tubing of unhardened vulcanized rubber. Hardened rubber powder. Hardened rubber (ebonite and vulcanite) in bulk, plates, sheets, strip, rods, profile shapes or tubes and scrap and waste of hardened rubber. Manufactures of foam rubber excluding mattresses and cushions. Mattresses, foam rubber. Cushions, pouffes and pillows, foam rubber. Rectangular flooring tiles of an artificial plastic material falling within heading 581.1. Rectangular roofing tiles of an artificial plastic material falling within heading 581.1 Rectangular articles other than tiles and laminated board, of an artificial plastic material falling within heading 581.1, cut to shape but not further worked. Pipes and tubes of polyvinyl and polyvinylidene derivatives. Rectangular flooring tiles of an artificial plastic material falling within heading 581.2. Rectangular roofing tiles of an artificial plastic material falling within heading 581.2. Rectangular articles, other than tiles, of artificial plastic materials falling within heading 581.2. Finished tubes, rods, sticks, profile shapes, and articles of rectangular shape, moulded or worked further than merely cut to shape or surface-worked (excluding tiles) of artificial plastic materials. Tiles of artificial plastic, flooring and wall except rectangular. Tiles of artificial plastic, roofing except rectangular. Articles for household use of plastic materials (except ash trays and pipe racks) not elsewhere specified. Sanitary and plumbing fixtures and fittings of plastic materials. Toilet articles of plastic materials excluding combs and hair-slides. Lampshades of plastic materials (even if on a metal frame). Clothing of plastic sheeting. Protective masks for welders and the like. Advertising articles of plastic materials, not elsewhere specified or included. Articles of plastic materials, other than woven, not elsewhere specified or included.

GROUP B

Eggs. Cigars and cheroots. Medicaments, solely for veterinary use. Cotton wool. Toilet Soap including medicated or disinfectant soaps. Soap powder. Soap flakes. Liquid soap. Surface-active preparations and soap substitutes in liquid form prepared for domestic use. Surface-active preparations, including emulsifiers, in liquid form prepared for industrial use. surface-active preparations and soap substitutes other than liquid. Washing and bleaching preparations not elsewhere specified packed for retail sale. Washing and bleaching preparations not elsewhere specified. Dental paste. Dental powder. Dentifrice, solid. Dentifrice, liquid, and liquid denture cleaners and mouth washes. Other products for oral or dental hygiene except medicaments. Polishes and creams for leather. Polishes and creams for wood, including furniture creams and floor polishes. Scouring pastes and powders, except abrasive soaps. Polishes not elsewhere specified for metal, glass and other materials, including wadding impregnated with such polishes. Sanitary towels of paper or cellulose wadding.

GROUP C

Building materials and the like of asbestos-cement including sheets, ridges and guttering. Galvanized iron or steel sheets. Barbed iron or steel wire, twisted hoop or single flat wire, barbed or not, and loosely twisted double wire of kinds used for fencing of iron or steel. Gauze, cloth, grills, netting, fencing, reinforcing fabric and similar materials, including endless bands: iron or steel netting, fencing; iron and steel grills and reinforcing fabric. Articles other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel, enamelled. Articles other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel, not enamelled. Articles other than tools, of a kind commonly used for domestic purposes, not included in item 697.120, and parts of such articles and ware of copper.

GROUP D

Sulphuric acid, oleum. Ethyl alcohol, denatured to the satisfaction of the Comptroller of Customs, including methylated spirits. Glutamic acid. Monosodium glutamate and preparations thereof. Veneer sheets and sheets for plywood, sawn, sliced, or peeled, of a thickness not exceeding ¼ in., whether or not reinforced with paper or fabric. Plywood, blockboard, laminboard and battenboard, as under: plain. Wooden beadings or mouldings, dowelling and other drawn wood. Wooden broom handles. Flashlight batteries. Parts for flashlight batteries except carbon electrodes. Other primary batteries, including radio-batteries. Parts for other primary batteries. Accumulators. Parts for accumulators. Carbon electrodes for batteries. Umbrellas and sunshades (including walking-stick umbrellas, umbrella tents and garden and similar umbrellas): covered with silk, cotton, or artificial or synthetic fibre; other.

Note:

Description and tariff code numbers used in the above list are those appearing in the publication entitled 'Malaysia Trade Classification and Customs Tariff, 1964'.

Import licensing

THE BOARD OF TRADE have been informed that, as a temporary precaution against possible exploitation of the changing situation, all Malaysian States have instituted import licensing controls (including quotas) on a number of the items listed above. These controls vary from State to State. Inquiries about import licensing can be made at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 472 or 473).

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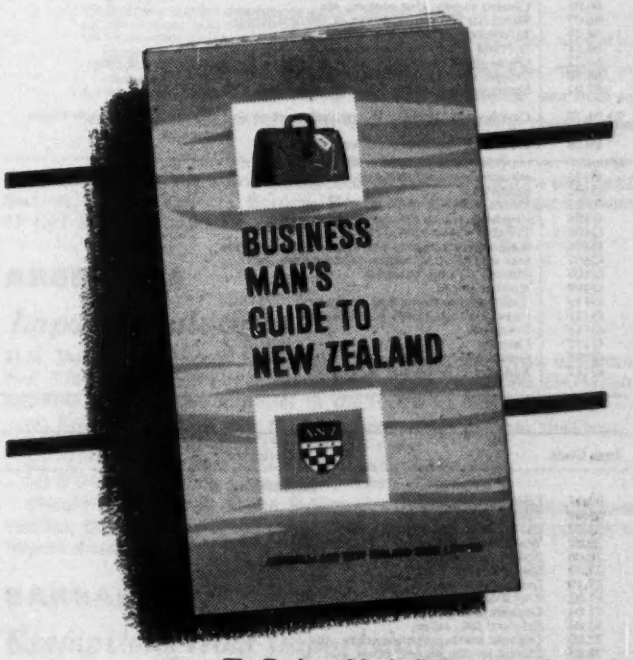

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NEW ZEALAND

Revision of 1964/5 import licensing schedule

THE NEW ZEALAND Customs Department has announced increases in certain basic allocations in the 1964/5 Import Licensing Schedule (see *Board of Trade Journal* of May 8, 1964 page 1033). The revised allocations are detailed in Schedule A below.

Applications will be considered for additional licences to import the goods listed in Schedule B below.

The goods listed in Schedule C have been exempted from licensing control as from October 16, 1964.

Any inquiries about this notice should be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2320).

Item Code	Description	Existing Allocation	Amended Allocation
	SCHEDULE A		
24.04	Redwood, western red cedar, etc.	100% 1963/4 licences	130% of 1964/5 licences issued prior to October 19, 1964
24.06	Ash, hickory, etc.	100% 1963/4 licences	133⅓% of 1964 licences issued prior to October 19, 1964
26.01	Silk; flax fibres, etc.	90% 1963/4 licences	100% 1963/4 licences
27.14	Dolomite; magnesite	90% 1963/4 licences (same goods)	100% 1963/4 licences (same goods)
29.02	Other crude animal materials of Tariff Group 291	90% 1963/4 licences	100% 1963/4 licences
42.01	Vegetable oils (excluding coconut oil, etc.) in containers of a capacity of 1 gallon or more, etc.	90% 1963/4 licences	100% 1963/4 licences
43.01	Animal and vegetable oils	75% 1963/4 licences (same goods)	100% 1963/4 licences (same goods)
51.03	Chlorine; zinc oxide, etc.	90% 1963/4 licences (same goods)	100% 1963/4 licences (same goods)
52.02	Other mineral tar and crude chemicals from coal, etc.	90% 1963/4 licences (same goods)	100% 1963/4 licences (same goods)
58.11	Plastic, plates, sheets, etc., viz. other kinds, printed, etc., as may be approved, etc.	C (with basic licences 75% 1963/4 licences)	C (with basic licences 100% 1963/4 licences)
59.22	Starch glues, etc.	90% 1963/4 licences (same goods)	100% 1963/4 licences (same goods)
61.01	Leather, crust or rough tanned, etc., viz. calfskins, etc.	90% 1963/4 licences	100% 1963/4 licences
62.03	Unvulcanized natural or synthetic rubber in the form of tubes, etc.	C (with basic licences 75% 1963/4 licences (same goods))	C (with basic licences 100% 1963/4 licences)
62.12	Plates, sheets, etc., composed principally of unhardened vulcanized rubber, etc.	90% 1963/4 licences (same goods)	100% 1963/4 licences (same goods)
62.26	Plain unornamental stoppers for trade containers of hardened or unhardened vulcanized rubber	C (with basic licences 90% 1963/4 licences (same goods))	C (with basic licences 100% 1963/4 licences)
64.13	Machine made paper and paperboard, n.e.i., etc.	90% 1963/4 licences (same goods)	100% 1963/4 licences
65.02	Yarns and threads containing in any proportion man-made discontinuous fibres, etc., viz hand knitting	66⅔% 1963/4 licences	100% 1963/4 licences
65.03	Yarns and threads, etc., as above in 65.02, viz. other than hand knitting	66⅔% 1963/4 licences	100% 1963/4 licences
65.63	Yarns and threads of continuous nylon fibres	C (with basic licences 50% imports same goods under 1963/4 licences as transfer from Item Codes 65.01 and 65.07)	C (with basic licences 100% imports same goods under 1963/4 licences as transfer from Item Codes 65.01 and 65.07)
65.12	Monofilament not exceeding 1 mm., etc.	90% 1963/4 licences	100% 1963/4 licences
65.31	Textile fabrics coated with gum, etc.	90% 1963/4 licences	100% 1963/4 licences
66.01	Ciment fondu, slag cement, etc.	90% 1963/4 licences	100% 1963/4 licences
66.07	Slates for the manufacture of billiard tables	90% 1963/4 licences	100% 1963/4 licences
66.09	Millstones, grindstones, etc.	90% 1963/4 licences	100% 1963/4 licences
66.11	Worked mica and articles of mica	90% 1963/4 licences	100% 1963/4 licences
66.22	Glass, plate or sheet, etc., to be used in the manufacture of, etc.	90% 1963/4 licences	100% 1963/4 licences
66.30	Stoppers, and other closures of glass, etc.	90% 1963/4 licences (same goods)	100% 1963/4 licences (same goods)
67.01	Semis (including blanks) of iron or steel, etc.	C (with basic licences 75% 1963/4 licences)	C (with basic licences 100% 1963/4 licences)
Ex 71.72	Component parts for the manufacture of fork lift trucks and reach trucks	C (with basic licences 90% 1963/4 licences)	100% 1963/4 licences
89.26	Golf club shafts of steel, etc.	90% 1963/4 licences (same goods)	100% 1963/4 licences
	Materials and components to be used in the manufacture of:		
G101	Biscuits and confectionery	90% 1963/4 licences	100% 1963/4 licences
G102	Brushware	90% 1963/4 licences	100% 1963/4 licences
G103	Paints, varnishes and printing ink	90% 1963/4 licences	100% 1963/4 licences
G104	Incandescent and fluorescent lamps	90% 1963/4 licences	100% 1963/4 licences
G105	Polishes – household, etc., soaps, etc.	90% 1963/4 licences	100% 1963/4 licences
G106	Radios, transmitters and electronic apparatus	90% 1963/4 licences	100% 1963/4 licences
G107	Gas and electric ranges, refrigerators, etc.	90% 1963/4 licences	100% 1963/4 licences
G108	Electric storage batteries	90% 1963/4 licences	100% 1963/4 licences
G109	Rubber goods	90% 1963/4 licences	100% 1963/4 licences
G110	Toilet preparations and cosmetics	90% 1963/4 licences	100% 1963/4 licences
G111	Toys, perambulators and tricycles	90% 1963/4 licences	100% 1963/4 licences
G113	Footwear	90% 1963/4 licences	100% 1963/4 licences
G115	Carpets	90% 1963/4 licences	100% 1963/4 licences
G116	Garments	90% 1963/4 licences	100% 1963/4 licences
G117	Tanning of hides and skins	90% 1963/4 licences	100% 1963/4 licences

Item Code	Description
	SCHEDULE B
00.01	Live animals, etc.
05.04	Fruits, dried, etc.
22.02	Oil seeds (except linseed), etc.
26.02	Wool (excluding sheeps, etc.) and other animal hair, etc.
26.06	Nylon staple fibre.
27.02	Slate, marble, etc.
27.10	Industrial diamonds, etc.
41.02	Cod liver oil.
51.04	Organic and inorganic chemicals, etc.
53.04	Printers' ink, other.
55.03	Organic surface-active agents, etc.
58.05	Plastic profile shapes, other, etc.
59.01	Disinfectants packed for retail sale; sheep dip, etc.
59.03	Disinfectants, packed other than for retail sale.
59.04	Weedkillers, etc.
59.05	Other kinds of disinfectants, etc.
61.02	Leather dressed, v z. equine leather, etc.
61.05	Calfskins, dressed, etc.
61.11	Parts of footwear, etc.
61.13	Buckles, clasps, etc.
61.16	Bovine cattle leather (except calfskins).
62.06	Unvulcanized natural rubber, etc., in other forms, etc.
62.24	Transmission, conveyor, etc., belting, etc.
63.03	Plywood.
63.08	Footwear lasts of wood.
63.15	Articles of natural cork; agglomerated cork in sheets, etc.
65.20	Felted textiles.
65.27	Narrow woven fabrics, etc.
65.30	Felt, other than articles, etc.
66.07	Setts and flags, etc.
66.23	Glass. other.
66.24	Safety glass, etc.
69.20	Washers and spring washers, etc.
69.35	Frames, incorporating locks, for handbags, etc.
71.03	Pistons, cylinder sleeves, etc.
71.04	Mufflers, n.e.i., etc.
71.11	Valves.
71.12	Shell bearings.
71.25	Data processing equipment.
71.51	Gaskets, etc.
71.67	Accessories and parts, etc.
72.05	Electric motors, etc.
72.50	Incandescent filament lamp bulbs, etc.
Ex 73.02 73.04	Commercial vehicles.
81.05	Central heating boilers, etc.
86.22	Revolution counters, etc.
89.61	Button moulds, etc.
89.71	Skins, etc.
G504	Spare and service parts of motor vehicles.
Various	Spare parts of plant and machinery.
Various	Non-ferrous metals (significant price increase).
	SCHEDULE C
06.02	Molasses.
09.02	Mustard flour packed other than for retail sale.
23.02	Crude rubber, including synthetic and reclaimed, other than chicle gum.
27.04	Crude gypsum; limestone flux and calcareous stone.
29.04	Raw vegetable materials (except turmeric) of a kind used primarily in dyeing or tanning; synthetic organic dyestuffs, etc., and natural indigo; colour lakes, etc.
33.07	Mineral oil specially suited for medicinal purposes, etc., as approved.
59.10	Timber preserving preparations.
62.01	Plates, sheets and strip of unvulcanized natural or synthetic rubber; viz. uncompounded.
63.05	Match splints.
65.26	Meat wraps, cotton, of knitted or crocheted fabrics; cheese bandages and caps.

UNITED STATES

New legislation on antimony

U.S. PUBLIC LAW 88-615, approved October 2, provides authority for the disposal of, without regard to the prescribed six-month waiting period, five thousand short tons of antimony now held in the national stockpile and the supplemental stockpile.

A copy of the above Act may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

Antifriction bearings and parts: Investigation of imports

THE Director of the United States Office of Emergency Planning has ordered an investigation to determine whether or not antifriction bearings and parts are being imported into the United States in such quantities or under such circumstances as to threaten to impair national security. Antifriction bearings included in this investigation are: Ball Bearings, Thrust Bearings, Cylindrical Roller Bearings, Tapered Roller Bearings, Spherical Roller Bearings, and Needle Roller Bearings. An application to OEP for such action was filed by The Anti-Friction Bearing Manufacturers Association of New York City on behalf of 39 domestic manufacturers of antifriction bearings and parts.

Interested persons wishing to submit comments should do so, in writing, within 45 days of the announcement of the investigation which was made in the United States Federal Register of October 23, 1964. A further 30 days are allowed for filing rebuttal material to the comments so submitted. All material submitted, which will be open to public inspection except where confidential treatment is requested, should be addressed to the Director, Office of Emergency Planning, Washington 25, D.C. 25 copies of the material submitted are required.

Information about this notice may be obtained from the Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2420).

Trade practice rules

THE UNITED STATES Federal Trade Commission are proposing to revise the trade practice rules for the Hearing Aid industry which were promulgated by the Commission on August 7, 1953. All interested parties may submit their views concerning the rules by letter, memorandum or other communication to be filed with the Commission not later than November 27.

Copies of the proposed revised rules may be obtained upon request to the Commission. A copy is also available for inspection in Room E.47, Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Traffic in containers of distilled spirits

THE INTERNAL REVENUE Service is proposing to amend the United States regulations for Traffic in Containers of Distilled Spirits. The proposals are described as seeking to (1) delete the requirement that the words 'Federal Law Forbids Sales or Re-use of This Bottle' be marked on liquor bottles; (2) extend the definition of a liquor bottle to include containers of less than one-half pint; (3) exempt liquor bottles of less than one-half pint from indicia requirements; (4) remove any possible implication that specific bottle sizes are prescribed for liqueurs, cocktails, and certain other specialties; (5) extend existing permit requirements to include liquor bottles of less than one-half pint; (6) permit liquor bottles to be used for display purposes without drilling the bottle or obliterating indicia thereon; (7) permit manufacturers of bottling equipment to secure liquor bottles for use in testing bottling machinery; and (8) reduce the number of photographs required with an application for approval of a distinctive liquor bottle.

These amendments will take effect after November 16. A copy of the amendments may be seen at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

JAMAICA

Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by:

1. The addition of the following new items:
   81. Sauces.
   82. Vinegar.
2. The deletion of item 40 and the substitution therefor of the following:
   40. Medicinal and Pharmaceutical Products (including Drugs) as follows:
   (a) Derivations, preparations and combinations of:
   (1) Aspirin.
   (2) Ephidrine.
   (3) Ascorbic acid (Vitamin C).
   (4) Phenobarbitone.
   (5) Vitamins A, B1, B2 and D.
   (6) Dexamethasone.
   (7) Diphenhydramine.
   (8) Aluminium hydroxide.
   (9) Ferrous sulphate.
   (10) Folic acid.
   (11) Hydrogen peroxide.
   (12) Isoniazid.
   (13) Piperazine.
   (14) Sodium aminosalicylate.
   (15) Meprobamate.
   (16) Prednisolone.
   (17) Reserpine.
   (18) Sulphathiazole.
   (19) Sulphadimidine.
   (20) Paracetamol.
   (21) Ferrous gluconate.
   (22) Phytephrine.
   (23) Magnesium hydroxide.
   (24) Levartarenol bitratrate.
   (25) Acetarsol.
   (26) Isoprenaline.
   (27) Stanozolol.
   (28) Hydroxy-chloroquine sulphate.
   (29) Tetracycline.
   (30) Chloramphenicol.
   (b) Preparations of neomycin sulphate with kaolin with or without other ingredients.
   (c) Rubbing alcohol compounds and or surgical spirits.
   (d) Effervescent salts containing magnesium sulphate.
   (e) Nose drops or inhalers containing one or more of the following: menthol and camphor.
   (f) Vaporizing salves containing one or more of the following: menthol and camphor.
   (g) Medicated powders containing one or more of the following: zinc oxide and camphor.
   (h) Emulsions of mineral oil with one or more of the following: phenolphthalin, cascara sagrada.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

ARGENTINA

Import regulations

H.M. EMBASSY at Buenos Aires report that under the terms of Decree No. 7784/64, the Sociedad Mixta Siderurgica Argentina (SOMISA) becomes the exclusive importer of the following items:

(a) Equal angle iron of up to 101.6 mm. wing by up to 13 mm. thickness.
(b) Unequal angle of up to 75 by 50 by 8 mm.
(c) "U" (Channel) from 25 to 120 mm. wide, inclusive.
(d) T's of up to 70 mm. wing by up to 8 mm. thickness.

Should the Sociedad Mixta Siderurgica Argentina consider it convenient, however, the Decree empowers it to authorize importers to import direct.

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received copies of Orders which amend the Second Schedule to the Barbados Customs Tariff (Table of Exemptions from Import Duty) by the insertion of the following new paragraphs:

1. Vehicles imported for use in the shrimp industry which are proved to the satisfaction of the Comptroller of Customs to have been imported for use exclusively in the shrimp industry on the certificate to that effect by the manager of the company operating the industry.
2. Bottles, cartons, seals for bottles, chemicals, absorbents, filter discs and flavouring materials imported by or on behalf of a manufacturer of gin and vodka from rectified local alcohol on the certificate to that effect by the

manager or secretary of the manufacturing company.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF APPLICATION List No. 381 published in the Republic of South Africa *Government Gazette* of October 23, states that the Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff:

(1) for increase in duty on quaternary ammonium compounds in liquid form, in bulk, from 5 per cent *ad valorem* to 20 per cent *ad valorem*, and
(2) for the withdrawal of rebate facilities on:
  (a) Oil epoxide polymeric plasticisers for the industries manufacturing
    (i) thermoplastic and thermosetting plastic moulding material (tariff item 722).
    (ii) unsupported plastic sheeting, plastic-coated fabric sheeting, plastic-coated felt and rubber-coated fabrics (tariff 723).
    (iii) leathercloth, plastic-coated paper and plastic-coated bonded material (tariff item 724).
    (iv) insulated electric cable and wire (tariff item 683).
    (v) gloves (tariff item 494), and
  (b) Unprinted aluminium foil exceeding 26 inches in width, backed with paper or otherwise, and unprinted aluminium foil backed with or laminated to bristol board, gummed paper or pressure sensitive adhesive paper with discardable backing of paper, for the manufacture of printed containers, labels and wrappers, as provided for under tariff item 591 (14).

Where British trade organizations are thought to be interested in item (1) they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. It is expected that the South African industries at present enjoying the rebates mentioned in items 2 (a) and 2 (b) will submit evidence in favour of their retention. If, however, any firm desires to make independent representations to the South African authorities on the application mentioned in item (1) and requires further information it should address its inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 14119/64. Any British interests affected by the applications mentioned in items 2 (a) and 2 (b), who consider that they have evidence on the matter not likely to be available to the South African authorities, should communicate with the Board of Trade at the address given above, quoting reference (a) CRE 14310/64 and (b) CRE 14311/64.

QATAR

New commercial legislation

(A) Foreign investment

ON OCTOBER 18, 1963, a notice appeared in the *Board of Trade Journal*, which gave details of Qatar Law No. 20 of 1963. Briefly, this law stated that foreign individuals and firms may not start a business in Qatar except in partnership with a Qatari (or Qataris), holding not less than 51 per cent of the new firm's capital. Exceptions could however be made if the new business was connected with certain forms of economic development, and existing businesses were allowed to continue without Qatari participation.

That law has now been amended by Law No. 9 of 1964, which still permits existing businesses to continue in their present form, but which restricts the setting up of new commercial businesses over the next three years to those wholly owned by Qataris. In addition, new industrial businesses must have at least 51 per cent Qatari capital, unless this condition is waived by governmental decree in the public interest.

The new provisions came into force on October 24, 1964. The three year period will therefore expire on October 23, 1967, after which the original provisions of Law No. 20 of 1963 will once more become operative.

(B) Importing businesses

Under Law No. 10 of 1964, all merchants and companies which 'conduct the business of importing goods from abroad for the purpose of offering them for sale or exchange' must have their names entered in the Register of Importers set up by the Qatar Chamber of Commerce. In order to be eligible for registration the importer must:

(a) have his name recorded in the Register of Commerce and in the Qatar Chamber of Commerce.
(b) be of Qatari nationality, and, if a company, be wholly Qatari owned. This provision will not apply to existing companies, providing not less than 51 per cent of their capital is Qatari owned, although such companies may not continue to operate in this form after January 1, 1966.

This law was published in the Qatar *Official Gazette* on August 25, 1964, and came into force on October 24. It does not apply to foreign firms which have to bring in materials in fulfilment of a development or Government contract.

(C) Civil contracting

Under Law No. 11 of 1964, only those individuals and firms whose names are entered in a Register kept by the Controller of Companies may undertake works contracting. Works contracting is defined as 'all contracting relating to the erection, repair or maintenance of buildings and immovable establishments of any kind at the expense of another person.'

In order to be valid for registration the following conditions must be satisfied:

(a) Individuals must be of Qatari nationality, and companies wholly Qatari owned.
(b) An exception to (a) is made in the case of existing companies which have at least 51 per cent Qatari capital, although such companies may not continue to operate in this form after January 1, 1966.
(c) An exception to (a) may also be made in the case of non-Qatari individuals and companies, if it is considered by the Qatari Government to be in the public interest.

Individuals and companies referred to in (b) and (c) above may be entered in the Register as exceptions to the first provision. This law was published in the Qatar *Official Gazette* on August 25, 1964, and came into force on October 24.

(D) Commercial agencies

Law No. 12 of 1964 states that only those individuals or firms whose names are entered in a Register kept by the Controller of Companies may operate commercial agencies in Qatar. In order to be valid for registration the agency must satisfy the following conditions:

(a) Individual agents must be of Qatari nationality, and companies holding agencies wholly owned by Qataris.
(b) Agencies which are non-Qatari or only partially Qatari-owned, must liquidate their businesses before January 1, 1966. In the interim period such agencies shall be registered as exceptions to the first provision at (a) above.
(c) All agencies supplying the Qatari market which are not situated in Qatar must be replaced by separate agencies in Qatar to be held by Qataris within one year of the commencement of this law. Foreign companies which do not comply with this provision may have their goods prevented from entering Qatar by the Minister of Finance.

This law was published in the Qatar *Official Gazette* on August 25, 1964, and came into force on October 24.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference number CRE/12364/63.

KUWAIT

Law relating to public tenders

UNDER LAW No. 37 of 1964 published in the Kuwait *Official Gazette* of August 2, and effective from that date, a Central Tenders Board has been set up to receive public tenders, and award contracts, for all Government ministries and departments. Government departments may now only negotiate public tenders if the value of the contract does not exceed K.D.1,000.

(*Continued on next page*)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the* Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.

Appl icants for public tenders must fulfill the following conditions:

(a) Firstly, they must be Kuwaiti merchants registered with the Commercial Register and the Kuwait Chamber of Commerce, but foreigners may qualify providing they are associated with a Kuwaiti merchant under an official and legalized contract.

(b) Secondly, being in possession of the foregoing qualifications, applicants must be registered in the List of Contractors and Suppliers which is to be prepared under this law by the Central Tenders Board.

A Classification Sub-Committee has been set up to classify contractors who appear in the List of Contractors and Suppliers into four groups:

Group 1. Contractors able to undertake large constructional projects whose value exceeds K.D.1,000,000, to the limit of K.D.5,000,000. This group may not apply for contracts whose estimates are less than K.D.500,000.

Group 2. Contractors with the technical and financial resources to engage in tenders of up to K.D.1,000,000 in value. A contractor in this group may not engage at any one time, in the execution of contracts whose value of uncompleted work exceeds K.D.1,000,000.

Group 3. Local contractors who are not permitted to be engaged in total works exceeding K.D.500,000.

Group 4. Local contractors who are not permitted to be engaged in total works exceeding K.D.250,000.

Classifications are subject to annual review and appeal.

No person or group of persons may register in more than one name, or submit more than one application, unless the tender conditions so specify.

The following is a brief extract from the procedure laid down for the calling for and submission of applications for public tenders:

1. The Central Tenders Board will announce tenders in the *Official Gazette* and fix the period during which offers may be received, this period to commence from the date of the publication in the *Official Gazette*.
2. The Board will also fix a minimum period for the validity of offers, once opened, this period not exceeding ninety days.
3. The announcement shall also specify the goods or works for tender, and the cost of tender documents.
4. Offers must be submitted on the official forms issued to tenderers. These forms are not transferable to third parties.
5. Offers must be made in Kuwaiti Dinars, and the price quoted on the tender form will be regarded as the total price. No offer will be accepted unless a total price is quoted, neither may any offer be subsequently reduced, once made.

Purchases by the Kuwait Government of military materials, and of certain goods for the Ministry of Health, are excluded from the provisions of this law.

A copy of the law may be consulted in Export Services Branch, Board of Trade, or in Commercial Relations and Exports Department, Board of Trade.

All inquiries should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221), quoting reference number CRE/11502/G.

TANGANYIKA

Import licensing regulations

DETAILS WERE GIVEN in the *Board of Trade Journal* of March 11, 1960, page 593, concerning import licensing regulations in Tanganyika. General Notice No. 2489 published in the *Tanganyika and Zanzibar Gazette* dated October 23, 1964, adds, with effect from October 20, the following items to the Schedule of goods including those of United Kingdom origin, for which specific import licences are required:

First Schedule:
Section 1 . Beverages and Tobacco.
Division 11 . Beverages.
112 3 0 . Beer (including ale, stout, porter).
Section 5 . Chemicals.
Division 53 . Dyeing, Tanning and Colouring Materials.
533 3 9 . Paints. enamels, lacquers, varnishes, artists' colours.
Section 6 . Manufactured Goods classified chiefly by materials.
Division 64 . Paper, paperboard and manufactures thereof.
642 2 0 . envelopes, writing blocks, letter pads and similar paper stationery of the kind used in correspondence, n.e.s.
642 3 0 . Exercise books, registers, albums, diaries, memorandum blocks and other stationery of paper or paper board.
Division 67 . Iron and Steel Plates and Sheets, Coated, excluding Tinned Plates and Sheets.
674 9 1 . Corrugated of a thickness of ·014 inches or less.
674 9 2 . Corrugated of a thickness exceeding ·014 inches.
674 9 3 . Flat, galvanized including sheet in coil of a thickness of ·014 inches or less.
674 9 4 . Flat, galvanized including sheet in coil of a thickness exceeding ·014 inches.
Division 68 . Non-Ferrous Metals.
684 2 3 . Aluminium Coils.
684 2 4 . Aluminium Corrugated Sheets.
684 2 5 . Aluminium flat sheets and plates.
Section 8 . Miscellaneous Manufactured Articles.
Division 84 . Clothing.
841 1 1 . Shirts of textile fabric, not knitted or crocheted.

This confirms details of the Official Press Release published in the *Board of Trade Journal* October 30, page 975-976.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

ALGERIA

Import control regulations

THE *Board of Trade Journal* of June 28, 1963, published (page 1476) a notice about new Algerian import control measures. These subjected wide range of goods to licence and quota restrictions when shipped from countries outside the franc zone.

The Algerian *Journal Officiel* of June 23, 1964, announced that motor vehicles of tariff headings 87.02 and 87.03 were to be added to this list of restricted goods.

The *Journal Officiel* of June 16, 1964, announced the following correction to the original list:

In place of tariff heading Ex 84-10 B IV, substitute 84-10 B V.

Details of these announcements may be obtained from Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

EUROPEAN ECONOMIC COMMUNITY

Tariffs in the EEC

THE *Journal Officiel des Communautes Europeenes* of October 21, contains the texts of two Decisions taken by the Council of the European Economic Community to temporarily reduce the Common Tariff applicable to the following products:

Tariff Heading	Description of Goods	Common Tariff
28.55 B	Iron phosphides (ferro-phosphorus) containing 15% or more by weight of phosphorus . . .	Totally suspended until December 31, 1964.
ex 38.11 C	Herbicides based on 2, 3-dichlorallyl-di-isopropyl-thiocarbamate and on 2, 3, 3-trichlorallyl-di-isopropyl-thiocarbamate	5% until December 31, 1964.

Rules of competition–Articles 85-1 and 85 (3) of the Treaty of Rome.

THE *Journal Officiel des Communautes Europeennes* of October 22, contains the texts of announcements made by the Commission concerning the notification, in accordance with Article 5 of the Council's Regulation No. 17, by three Community concerns in respect of arrangements they have with firms within the Community.

In accordance with Article 19 (3) of Regulation No. 7 the Commission invites interested parties to submit their observations within 35 days from October 22. (Unofficial translations of Articles 85-89 of the Treaty of Rome and of Regulation No. 17 were published in the *Board of Trade Journal* of March 9, 1962, page 514.)

Particulars of the announcements above may be obtained, if required, from Commercial Relations and Exports Department, Board of Trade 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2355-6).

NORWAY

General sales tax

IN THE BUDGET for 1965, the Norwegian Government proposes that the General Sales Tax of 10 per cent, which is applied as a percentage of the retail selling price (and is also added to the cost of many services), shall be increased to 12 per cent. Although legislation is still to be passed, the estimated date for implementation is December 1, 1964. A further notice will be published when the proposal becomes law.

Any inquiries relating to this notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459 and 461).

FRANCE

Modifications to customs duties

THE FRENCH *Journal Officiel* of October 24 announced the following changes in the French customs duties:

Tariff No.	Description	Rate of duty %
73.01	Pig iron, cast iron and spiegeleisen, in pigs, blocks, lumps and similar forms: B. Haematite iron: II. Containing 1·5% or less by weight of manganese: b. Other	5 (1)

(1) Until December 31, 1965, this duty is subject to a minimum levy of F34·55 per 1,000 Kg. net: this minimum will not apply up to and including December 31, 1964, to iron of the types imported under two quotas, the amounts and conditions of which are fixed by the competent authorities, one of the quotas being reserved for special iron containing a maximum proportion by weight of 0·04% manganese, 0·035% phosphorous and 0·03% sulphur.

73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled: B. Other sheets and plates: IV. Clad, coated or otherwise surface-treated: e. Other (coppered, artificially oxydized, lacquered, nickelled, varnished, plated, parkerized, printed, etc.): 2. Other	10 (1)

(1) Until December 31, 1964, inclusive, this duty will be levied at a rate of 7% for plastic coated sheets and plates imported under a quota the amount and conditions of which are fixed by the competent authorities.

73.15	Alloy steel and high carbon steel in the forms mentioned in tariff headings nos. 73.06 to 73.14: B. Alloy steel: IV. Bars and rods (including wire rod and hollow mining drill steel), angles, shapes and sections: b. Not further worked than hot-rolled or extruded: 2. Bars and rods (including hollow mining drill steel)	8 (1)

(1) Until December 31, 1964, inclusive, this duty will be levied provisionally at a rate of 6% for alloy steel hollow bars the interiors of which are plated with stainless steel and which are imported under a quota the amount and conditions of which are fixed by the competent authorities.

73.16	Railway and tramway track construction material of iron or steel: rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fishplates, chairs, chair wedges, sole plates, rail clips, bed-plates and ties: A. Rails: II. Other: b. Used	10 (1)

(1) This duty is provisionally reduced to 6%; it is suspended for used rails, intended for re-rolling, which are imported under a quota the amount and conditions of which are fixed by the competent authorities.

COPYRIGHT ACT, 1956

PERFORMING RIGHT TRIBUNAL

NOTICE IS HEREBY GIVEN pursuant to Rule 5 of the Performing Right Tribunal Rules, 1957-60, of an application to the Tribunal by **Isle of Man Broadcasting Company Limited (the Company), of 36 Athol Street, Douglas, Isle of Man,** under Section 27 of the Copyright Act, 1956, so far as the said Act has been extended to the Isle of Man by The Copyright (Isle of Man) Order, 1959 (S.I. 1959 No. 861).

The application concerns a dispute between the **Company** and **Phonographic Performance Ltd.** (the Licensing Body) **of Evelyn House, 62 Oxford Street, London, W.1,** as to the granting of a licence to permit the broadcasting of gramophone records from Manx Radio Station.

The Licensing Body is unwilling to consent to such grant other than on terms which the Company allege to be unreasonable, that is to say:

(a) The record broadcasting time shall not exceed one-fifth of the station's total broadcasting time.

(b) The Applicant shall pay to the Licensing Body a broadcasting fee of 5 per cent of 85 per cent of the gross advertising revenue.

(c) The Licence shall be for a term of One year from June 8, 1964.

Any organization or person wishing to be made a party to the proceedings must apply to the undersigned by November 30, 1964.

B. J. D. STYLES,
Secretary.

Performing Right Tribunal,
24 Kingsway (6th Floor),
London, W.C.2.

Duty quota for frozen beef

THE FRENCH *Journal Officiel* of October 25 announced that the regulations of the European Economic Community relating to the organization of the market for beef, provide for a quota under customs control for the import from countries other than members of the EEC of frozen beef intended for manufacturing.

This quota benefits from a reduced rate of duty of 12 per cent and imports must be effected between November 1 and December 31, 1964.

The *Direction Générale des douanes et droits indirects* have issued import certificates to interested importers, on applications received before October 29, giving them the right to import at the reduced rate of duty, subject to the conditions laid down in the order of April 12, 1962.

Liberalization of imports

THE FRENCH *Journal Officiel* of October 30 announced amendments to the list of goods remaining subject to quantitative restrictions in France when imported from and originating in the member countries of the former Organization for European Economic Co-operation and their dependent overseas territories.

As from November 1, List I of the notice published in the *Board of Trade Journal* dated August 14, pages 358/361, should be amended as follows:

Delete the following items:

Tariff No.	Description
01.02 A (II) (a)	Bulls.
01.02 A (II) (b)	Other (except calves).
02.01 A (II) (a)	Meat of bovine cattle (beef, veal).
04.02	Milk and cream, preserved, concentrated, or sweetened.
04.04	Cheese and curd.

The following items should be amended as shown:

Tariff No.	Description
04.03	Butter Amend to read:
Ex 04.03	Butter, other than top quality butter, corresponding to the characteristics laid down by an order of the Minister of Agriculture.
16.01	Sausages and the like, of meat, meat offal or animal blood, except containing pork Amend to read:
Ex 16.01	Sausages and the like of meat, meat offal or animal blood, except containing pork or beef, beef liver or offal.
16.02	Other prepared or preserved meat or offal, except of poultry or except containing pork Amend to read:
Ex 16.02	Other prepared or preserved meat or offal, except of poultry or except containing pork or beef, beef liver or offal.

The notice published in the *Board of Trade Journal* dated October 23, page 921, should be amended to read as follows:

Tariff No.	Description
Ex 23.07	Sweetened forage and other prepared foodstuffs for animals; other preparations used in animal feeding (additives, etc.): Ex B. Preparations containing less than 50% by weight of powdered milk.

The provisions of this notice apply to French Overseas Departments also.

The French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E.13, Hillgate House, 35 Old Bailey, London, E.C.4.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla* BLC, *Lima.

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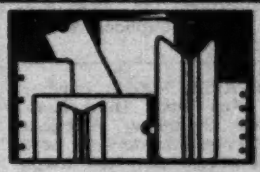

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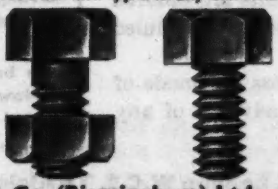

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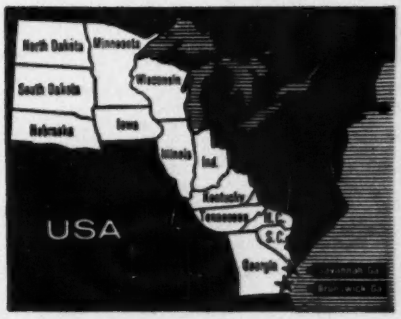

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